NATIONAL BUSINESS SHOW NUMBER

$1.50 Per Year
5 YEARS *for* $5.00

15 Cents a Copy
FOREIGN MAIL 20 CTS.

OCT. 1907

OFFICE APPLIANCES

A Monthly Magazine
Edited
by
GEO. H. PATTERSON
AND
EVAN JOHNSON

See Editorial Page this Issue

Reviewing
the field of
Typewriters,
Adding Machines,
Time and Cash
Recorders,
Loose Leaf Devices,
Office Furniture,
Supplies and
Specialties

Devoted to the
INTERESTS
of all
MAKERS
SELLERS
and USERS
of
MODERN
OFFICE
DEVICES

Guiding
the interests of
Manufacturers,
Commercial
Stationers,
Office Appliance
Dealers, Salesmen
and Consumers,
and Reporting
New Inventions

VOL. VI

THE OFFICE APPLIANCE COMPANY
303 DEARBORN STREET
SUITE 804 - 805 - 806 CHICAGO

No. 5

TRADE MARK REG · NOV 1905

"With the KEY on the Cover"

After a 12 Years' Trial

The First National Bank of Boston has been a user of Burroughs adding-and-listing machines for over twelve years. Some of the earliest Burroughs models were purchased by this institution, and have been in constant, everyday use ever since.

After this long acquaintance, the bank expressed its opinion of the Burroughs on Sept. 16, 1907, when it purchased

20 BURROUGHS Adding Machines in One Order

Machines of other makes have appeared since the First National Bank of Boston made its first purchase of Burroughs, 12 years ago. All of these new machines were claimed to be "just as good as the Burroughs" and cheaper **in first cost.** Some of them claimed to possess "new features."

The First National Bank of Boston has inspected these new machines, compared their work with the service given by the Burroughs, and gave its verdict in the solid form of an order for 20 Burroughs machines of the latest model, all to be operated by individual electric motors. In addition to the new electrics, the bank retains a large number of its old hand machines, which are to-day practically as good as new.

¶ *The fact that a big bank finds profitable employment for dozens of Burroughs (one New York Bank has 84) proves that even the smallest bank can save money by using it.*

On request, some information about the uses and usefulness of the Burroughs in small and large banks.

THE BURROUGHS ADDING MACHINE COMPANY

67 Amsterdam Avenue, Detroit, Michigan, U. S. A.

STRATHMORE

Typewriter Papers and Manuscript Covers

There are three grades in the Papers, and four colors in the Covers, each showing a quality for the price that makes the stock full value for the purchaser and a profitable sale for the dealer.

It is a line that we are willing to stake our reputation as papermakers on, and one that you can stand back of every day in the year. Once sold it resells, and it will help your store to sell "STRATHMORE."

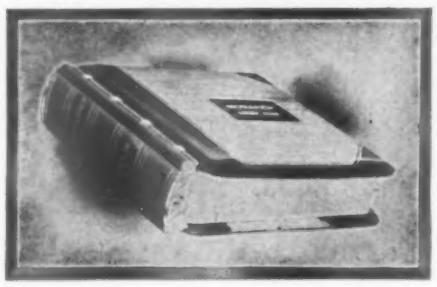
Write us or your wholesaler for sample book showing complete line of 30 items and dealers' discounts.

MITTINEAGUE PAPER COMPANY

MITTINEAGUE, MASS., U. S. A.

MAKERS OF

"STRATHMORE QUALITY" PAPERS



THE MONARCH LOOSE LEAF LEDGER

is built

To Satisfy the Demands of the Most Critical User

It Surpasses all others in Durability, Beauty of Design and Practicability

WE DEFY ALL COMPETITION

In quality and price on our entire line of loose leaf devices

BINDER METAL PARTS A SPECIALTY

OUR $25,000 BUYERS' POOL

Is a good thing for the Stationer. Get in on it quick. Special low prices for 30 days.

WRITE US NOW FOR CATALOG AND PRICES

CHICAGO BINDER & FILE CO.

133-39 S. CLINTON STREET **CHICAGO, U. S. A.**

The new improvement we've just made in the carriage of the

Universal ADDING MACHINE

"Prints Red Totals"

makes it simpler and more practical than ever. The operator now has absolute right of way.

There is nothing to prevent him from placing his figures on any precise spot on the paper he may desire.

Columns of figures, any width, regular or irregular, may be listed and footed, side by side, with absolute precision.

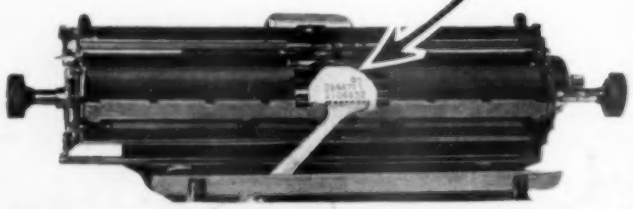
Paper, any width, may be slipped in and out, moved back and forth by a simple turn of the platen.

The carriage being on the top of the machine directly before the operator's eyes, the progress of the work is under constant supervision.

With this improvement the Universal is adaptable to all kinds of loose-leaf form work to a degree not possible on any other machine.

We would appreciate an opportunity to show the practical operation of the Universal in *your* office, at *our* expense and *our* trouble. A simple request will suffice to bring to your office a Universal equipped with the new carriage. After a demonstration of its merits we will leave it with you for a thorough trial by yourself at your own convenience. If you don't want to keep it there is not the slightest obligation on your part to do so. Complete catalog sent free. Write now to

Universal
ADDING MACHINE CO.
3823 Laclede Ave., St. Louis, Mo
Branch Agencies in All Principal Cities.



What's the Use

What's the use of worrying about anything you CAN'T help?
Forget it, you're wasting time!

What's the use of worrying about something you CAN help?
Remedy it, you're losing time!

IF your worry is concerned with natural things—illness in your home, bereavement, or any of the manifestations of the anxiety born of loyalty, why you are but paying the natural penalty of the living. And you will have to thresh it out with yourself, aided only by Time.

But if your worry is a business one, it may be that you can very profitably rub your eyes and wake up from a nap in some part of the selling end of your business. Many a

TYPEWRITER DEALER

is wide awake in his selling plan and fast asleep in the second-hand department of his business.

Let's see. What are second-hand machines?

They are machines taken as part payment for new ones. A second-hand machine means an allowance of say $25.00 on a purchase price of $97.50.

In other words, **the profit of a sale,** where the old machine is bid in as part payment, is tied up tightly in that second-hand proposition.

If it is a particularly good one (seldom likely, else it would'nt have been discarded for a new one) it is capable of being rented. But what is more likely is the fact that this old machine lays on a shelf, every pound of its weight representing a good dollar of profit, profit that probably is badly needed but which is irretrievably tied up.

HERE'S WHERE WE TELL YOU HOW TO QUIT WORRYING

Hustle that old machine off to us, by express, charges collect. No matter how far it is "gone," it is still reclaimable by us and by us only.

We will give it a genuine case of **rebuilding.** Everything detachable will be taken off. Every part will first be cleaned, then every part and parcel will be subjected to a rigorous testing. Where proved worn or deficient, a new duplicate is substituted and the old piece thrown away. Everything of nickel or enamel nature is refinished. Thus the **rebuilding** goes forward in the hands of experts, just exactly as the machine was first assembled in the factory of its maker.

When we finish our rebuilding, it takes an expert to tell the rebuilt machine from a new one. And our work has our guarantee.

If, on this page, appears any part of the worry you may be entertaining, why we can but say that the remedy is in your power. By simply turning your second-hand machines into our hands for rebuilding, you can have the use of capital that would be otherwise tied up, you can have a cleaner stock, you can do a bigger business and you can quit worrying.

Apply the remedy! Write us and we can get together to our mutual advantage.

REBUILT TYPEWRITER COMPANY "AS GOOD AS EVER"

39 Dearborn Street **CHICAGO. U. S. A.**

Have you received our September price list of rebuilt machines? It fairly bristles with attractive prices. Compare it with others, and don't forget to compare the quality of our machines. Remember this: Rebuilt means more than repaired. WE GENUINELY REBUILD EVERY MACHINE.

Pittsburg

Business Show
and
Stationer's Show

to be held at

Duquesne Garden

April 25th to May 2nd, 1908

For particulars address

NATIONAL BUSINESS SHOW CO.
1734 Park Row Building New York City

Or see us during The New York Show at Madison Square Garden
OCT. 12-19.

CHICAGO

Business Show

AND

Stationer's Show

To be held at The

COLISEUM

February 1st to 8th

1908

For particulars address

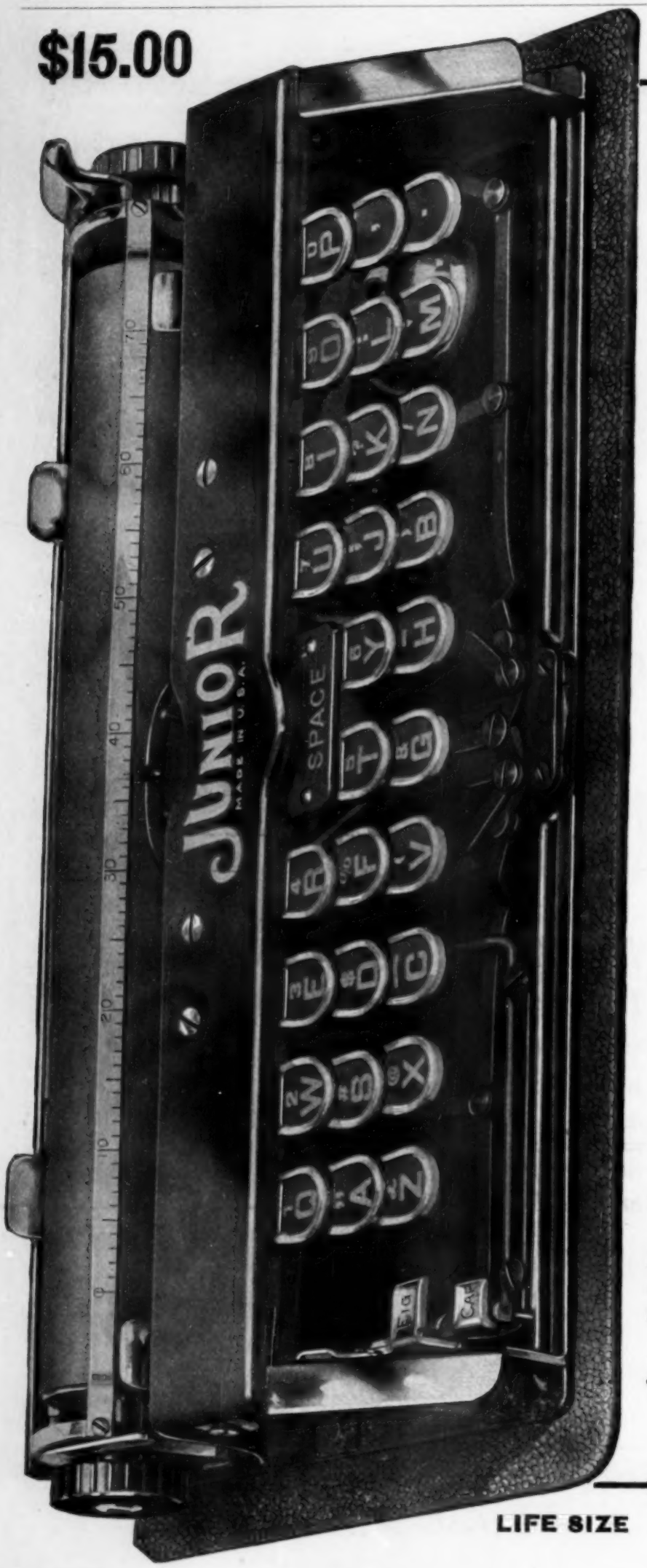
National Business Show Co.

1734 Park Row Building NEW YORK CITY

Or see us during The New York Show at Madison Square Garden

Oct. 12—19

$15.00



LIFE SIZE

Junior–$15

The Smallest Complete Standard Keyboard Portable

Typewriter

SIZE

The "Junior" (the carrying case is 2x5x10), is the smallest complete typewriter, with Universal Keyboard.

ALIGNMENT

Perfect. It simply *can't* go wrong.

SPEED

The "Junior" can write 80 words a minute. While the big machines may write more—the average speed of an expert on one of them is less than fifty

PAPER SIZE

Standard 8½ inch paper, same as any other high grade machine.

DURABILITY

Built of pressed chilled steel and gun metal no machine will wear longer.

KEYBOARD

Universal. Same arrangement as on all the Standard Typewriters, except there are six more characters than on some, and the space bar is more conveniently placed.

SIMPLICITY

With fewer parts—more direct stroke—visible writing—removable type wheel (most easily cleaned), the "Junior" keeps in condition because—*There is nothing to go wrong.*

MANIFOLDING

The "Junior" will write an original and two copies. Some machines will do more. But this is more than enough for most business needs.

PRICE

$15.00. And at $100.00 it couldn't be better built.

AGENTS:—*If you want a real live typewriter to sell, write to-day for agency terms. To save time better order a sample machine.*

Junior Typewriter Co.
95 Worth Street
NEW YORK, U. S. A.

$15

The Smith Premier Typewriter

In an age of improvement and in a country of typewriters it is notable that the Smith Premier Typewriter has widened its market until it includes the whole civilized world; has become the typewriter of over 300,000 operators and has in the past year broken every previous yearly record of sales.

THE SMITH PREMIER TYPEWRITER COMPANY
Branch stores everywhere. SYRACUSE, N. Y.

THE WEBSTER

STAR BRAND

This first point you should study well
When you decide a thing to sell,
You should be sure that it's first-class;
And every kind of test will pass.

Then meditate with thoughtful mien.
Reflect, "Can I on no one lean,
And feel a trust most absolute,
That all my wants they'll execute?"

These points will surely meet your eye.
We know you will not pass them by.
Read next the one above these lines,
With it the left point combines,
And then from point to point please read,
And in the last one find your need.

I'll write to them this very day,
For lowest terms and prices pray,
And evermore from worry free,
Henceforth I'll live most happily."

"Why, yes, of course, there's WEBSTER BRAND,
It's widely known, in every land,
It's stood all tests for years gone by,
And never fails to satisfy."

"The goods are made with utmost care,
And every other make outwear.
They bear out every guarantee,
That's made by Webster Company."

THE WEBSTER STAR BRAND NON FILLING TYPEWRITER RIBBONS TRADE MARK F. S. WEBSTER CO. BOSTON, MASS.

THE WEBSTER TRADE MULTIKOPY MARK CARBON PAPERS

F. S. WEBSTER COMPANY

332–342 CONGRESS ST.
BOSTON — MASS.

THE STANDARD OF TYPEWRITING

HAS BEEN

RAISED & MAINTAINED BY THE

UNDERWOOD TYPEWRITER

BEAUTIFUL REGULAR WRITING

UNLIMITED SPEED

UNRIVALLED QUALITY

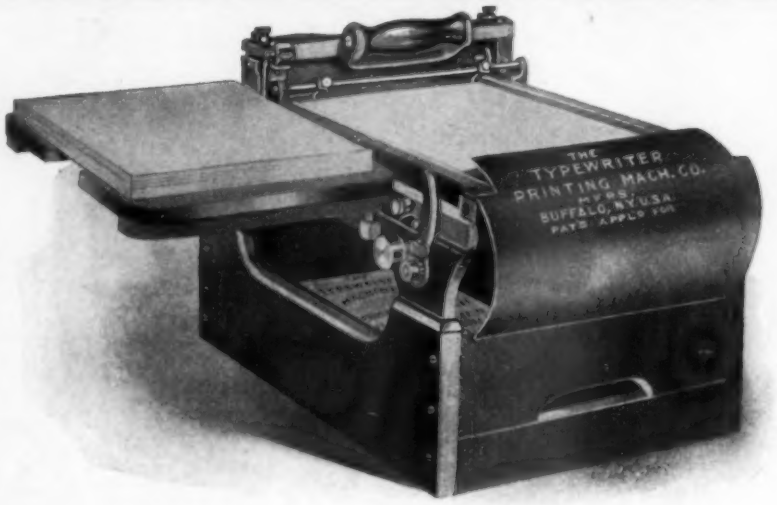
BILLING & VISIBILITY.

THE UNDERWOOD TYPEWRITER CO.

NEW YORK OR ANYWHERE.

2000 Typewritten Letters per Hour Produced on the

WRITERPRESS



The First Office Machine Produced to Combine Simplicity and Durability to a Remarkable Degree.

Uses with equal facility more than the twenty different faces of type made by the typefounders; and, in fact, any type, electros, wood cuts, etc., which can be used on printing press.

The WRITERPRESS

makes personal letters under precisely the same conditions as the typewriter, viz.:—by means of metal type, a typewriter ribbon and rubber impression roller. Any boy or girl of ordinary intelligence produces perfect work at the first trial.

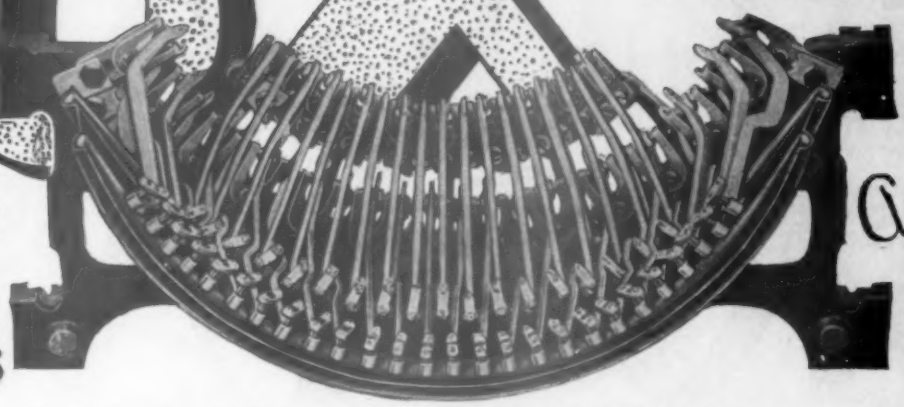
Combination Operating and Type Cabinet

The Best Selling Specialty Ever Offered

DEALERS now being appointed. Write at once for proposition, stating territory desired.

The Typewriter Printing Machine Company

No. 3 LEWIS BLOCK BUFFALO, N. Y.



AND THE RESULT

The Fox has Established the Durability of the Visible Typewriter

Notice the heavy typebar with its wide pivotal bearing, adjustable to take up wear as it may occur. Notice the manner of assembling these typebars in the "basket". See the large amount of assembling surface,—plenty of room and "forced" alignment unnecessary.

OTHER DISTINCTIVE FEATURES OF THE FOX ARE:

WRITING ENTIRELY VISIBLE, showing printing line and printing point.

INTERCHANGEABLE CARRIAGES, 5 carriages of different lengths can be used on one machine.

TABULATOR
TWO-COLOR RIBBON
POWERFUL MANIFOLDING QUALITIES
LINE LOCK
AUTOMATIC RIBBON REVERSE
STENCIL CUTTING WITHOUT TOUCHING RIBBON

A card writing attachment with every machine without extra cost.

We are willing and anxious to demonstrate the superiority of the Fox in any office anywhere at our expense.

We have some desirable territory open for dealers and have a liberal proposition. Correspondence is solicited.

FOX TYPEWRITER CO.

Executive Office and Factory

GRAND RAPIDS, MICHIGAN

Madison Square Garden Show, Booths 37, 38, 39

THE KEYBOARD OF THE ROYAL STANDARD IS COMPLETE

84 characters—cypher on the lower case—double period—fractions and special characters—ALL for the one price, $65.00. Just one of the many exclusive features which prove our claim that the Royal Standard is the most practical typewriter ever placed on the market at any price.

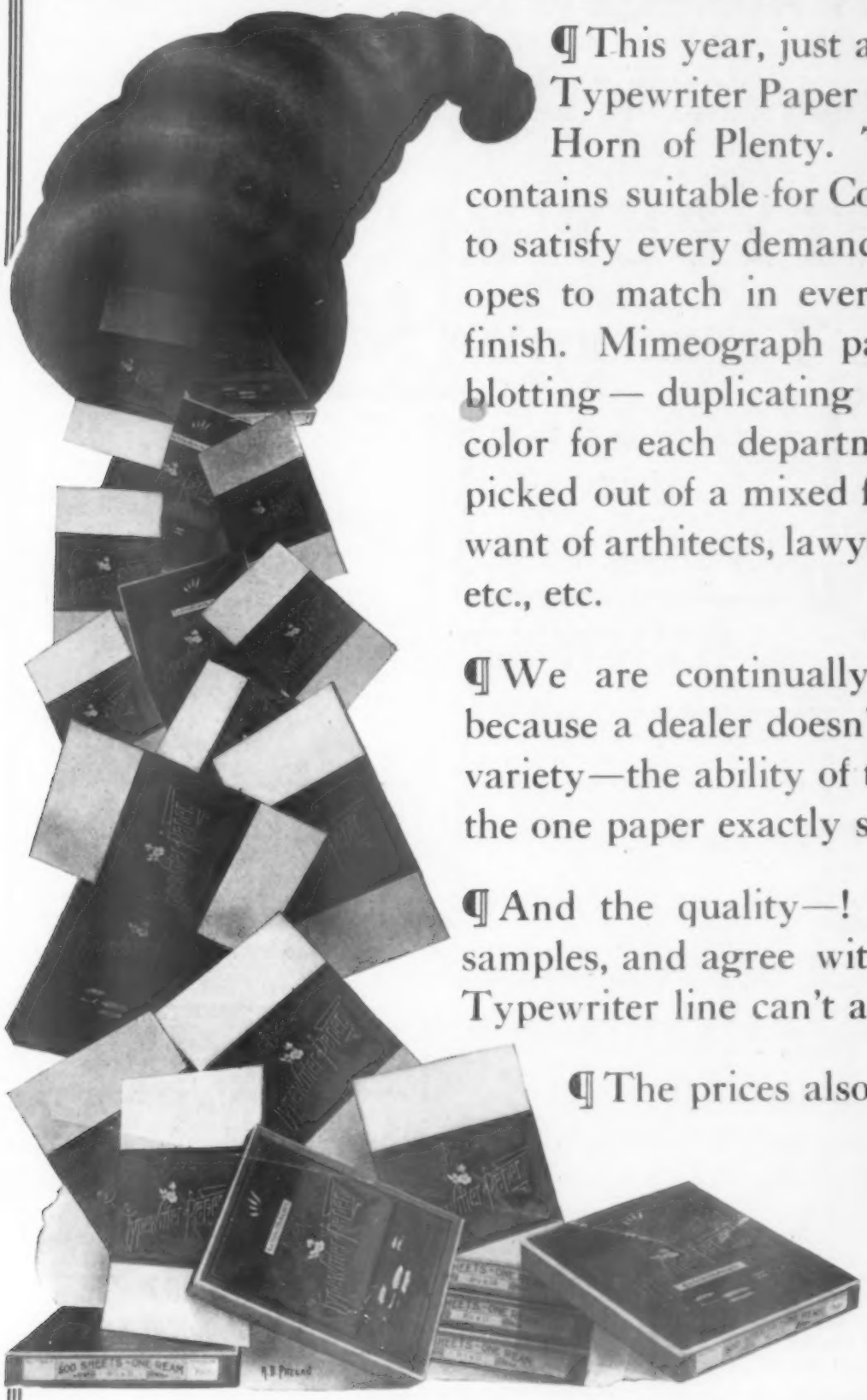
ROYAL TYPEWRITER CO.

253 BROADWAY :: :: :: :: :: NEW YORK

CHICAGO . . BOSTON . . PHILADELPHIA . . DETROIT . . RICHMOND

CLEVELAND ST. LOUIS . . MINNEAPOLIS . . . HARTFORD

The HORN of PLENTY



¶ This year, just as it always has been, our Typewriter Paper Department is a veritable Horn of Plenty. The variety of papers it contains suitable for Commercial uses is enough to satisfy every demand—letterheads and envelopes to match in every conceivable color and finish. Mimeograph paper which drys without blotting — duplicating sheets with a separate color for each department so as to be readily picked out of a mixed file—box paper for every want of arthitects, lawyers, public stenographers, etc., etc.

¶ We are continually emphasizing this fact because a dealer doesn't realize the value of big variety—the ability of the consumer to pick out the one paper exactly suited for his needs.

¶ And the quality—! Write for our book of samples, and agree with us that the Berkshire Typewriter line can't afford to be passed by.

¶ The prices also attract.

Eaton-Hurlbut Paper Co.

Typewriter Paper Dept.

PITTSFIELD :: :: MASS.

DEALERS

who do business with this

TRADE-MARK

are in a position to buy and sell either a

Brand NEW TYPEWRITER

or to choose from the biggest and best line of second hand and

REBUILT TYPEWRITERS OF ALL MAKES

as well at our famous line of

INVINCIBLE TYPEWRITER SUPPLIES

TO SAVE A MOTION IS TO SAVE A SECOND

THE DENSMORE

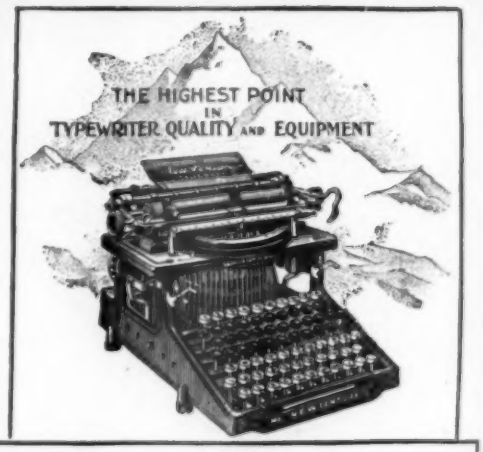
labor saving devices, such as **Back Spacer, Release for Ruled Lines and Justifier**

SAVE seconds minutes & hours of TIME

WHICH

A machine that does better work with less fatigue and effort than any other—which has a touch as soft as velvet, and which is equipped with every convenience of the writing machine art, is

THE NEW CENTURY



New Century

No matter what branch of the selling of typewriters you are in, whether new or rebuilt—the best offers for you—the biggest profits—are attainable by you if you deal with us.

American Writing Machine Co.

General Agents

345-347 Broadway, New York, N. Y., U. S. A.

RETAIL STORES:

NEW YORK
1½ Barclay St. 343 Broadway

SAN FRANCISCO
1011 Golden Gate Ave.

KANSAS CITY
817 Wyandotte St.

PHILADELPHIA
715 Sansom St.

LOS ANGELES
138 South Broadway

ST. LOUIS
208 North 9th Street

MILWAUKEE
60 Mason Street

CHICAGO
319 Dearborn Street

BOSTON
38 Bromfield Street

RICHMOND
605 East Main Street

5000 used and REBUILT TYPEWRITERS

ALL MAKES—ALL PRICES

Sold — Rented — Repaired

Mammoth New Catalogue Now Ready
Price List No. 41, **For Trade Only**

AMERICAN WRITING MACHINE CO.

Warehouse, 92 Leonard St.
Executive Offices, 345 Broadway

NEW YORK CITY, U. S. A.

Secor Speed Superiority

Greed and **speed** are the characteristics of the age. **More** and **quicker** are written large across the sky of the business world. The **Secor Standard Visible Writing and Billing Machine** was built to meet these requirements. It will **do more** things and do things **quicker** than has heretofore been possible on a writing and billing machine. And these are not mere claims, but facts actually capable of demonstration. Many of the marvelous things the Secor will do were set forth in the last issue of this publication. Some of the facts which support its superiority in speed follows:

It is the **fastest** writing and billing machine ever built, since no operator has ever been able to write as fast as the machine will work—that is it **cannot be "piled up."**

It will address envelopes **300 per cent** faster than any other machine.

It will address wrappers **200 per cent** faster than any other machine.

It will **fix paragraphs** with absolute accuracy and with greater speed than can be done on any other typewriter.

It can change the **inking weight** of its ribbon quicker--instantaneously-than is possible on any other machine.

Its tabulator will tabulate anything from **0** to **10000000000000** (tens of trillions) without the commas, or 10,000,000,000 with them, and absolutely without rebound of the carriage or injury to the machine,

It can **fix** or **eliminate** a **margin** or indentation instantaneously, without hesitation on the part of the operator.

It can change the **color of its** writing while the operator is writing at high speed without even perceptibly slowing up.

It can **feed in** and **write on** a **label** a half inch long and a half inch wide with as **much speed** and facility as a regular letter-head. No other machine will even write on so small a label.

It will handle all classes of billing at a speed **200 per cent** greater than some of the billing machines, and with much less exertion.

It has quicker **key** and **type-bar** action because the power is a straight pull and because it is highly accelerated.

But the list grows large while there is **much yet** to tell. However, these facts fix **Secor superiority in speed** immeasurably beyond the standard set by any other writing and billing machine. **See a demonstration** of these and many other **exclusive features** at Booth 118 at the Madison Square Garden Business Show October 12-19.

The Secor

101 Housatonic Avenue

Typewriter Co.

Derby, Conn.

What It Does

It writes your bills with double the speed of the pen.

It writes bill and charge sheet at one writing—no more need for separate charge entries.

It writes at the same time any additional charge or order copies that your system may require.

It adapts itself perfectly to your system or the needs of any business.

It improves system, insures against errors—makes short cuts which were impossible under former methods.

It extends the field of the typewriter to form and tabular work of every kind and description and always with an immense saving of time, labor and expense.

SEND FOR OUR ILLUSTRATED BOOKLET ON THE REMINGTON BILLING TYPEWRITER

Remington Typewriter Company

(Incorporated)

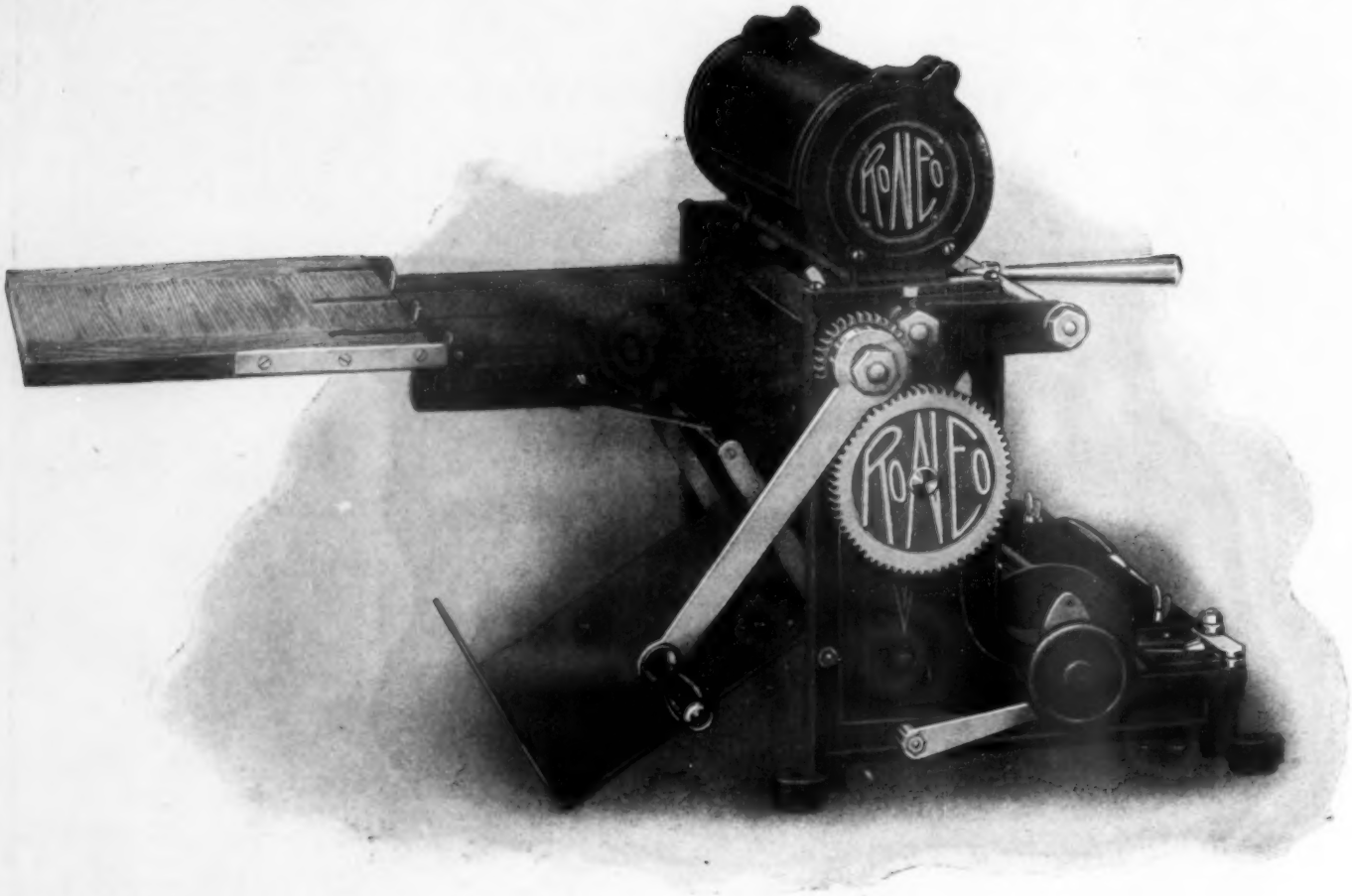
New York and Everywhere

SANTA
CLAUS
and his
advance agents
booking the
demands for
the universal
Christmas Gift
Waterman's
The Pen with
Ideal
the Clip-Cap
FountainPen
HEADQUARTERS
L.E.Waterman Co., 173 Broadway, New York.
BOSTON — CHICAGO — SAN FRANCISCO — MONTREAL

RONEO Letter Copier

No Water

No Carbons



The Fastest, Cleanest and Easiest Method of Copying Correspondence

See Our Exhibit National Business Show
Space 108
Madison Square Garden, Oct. 12th—19th

THE RONEO COMPANY
332 Broadway
New York

With an Edison Business Phonograph

you answer your mail at convenience, rather than when a stenographer is available, dictate at any speed, on any subject without interruption, have your letters typewritten just as you dictated them, have the entire typewriting department at your service when there is rush work, double your own and your stenographer's working capacity and put your whole business scheme on a better, simpler and more efficient basis.

Try the Edison Business Phonograph in Your Own Office Without Cost or Obligation to Buy

We will send a complete outfit, with full instructions for use to any responsible house, on request. Send for it and give it a thorough trial on your own work. If it does not prove superior in every way to your present methods, return it. We are also prepared to install the system ourselves and direct its operation and prove its value to your satisfaction before suggesting its adoption. For full information write or telephone main office or any branch.

(LOOK FOR THE SIGNATURE OF THE INVENTOR Thomas A. Edison)

National Phonograph Company

Commercial Department

MAIN OFFICE, 205 LAKESIDE AVE., ORANGE, N. J.

NEW YORK, 10 Fifth Ave.
CHICAGO, 304 Wabash Av., next Auditorium
BOSTON, 702 P. O. Square Bldg.
PHILADELPHIA, 1118 N. American Bldg.
PITTSBURGH, 304 Machesney Bldg.
BUFFALO, 856 Ellicott Square Bldg.
CINCINNATI, 1109 Union Trust Bldg.
CLEVELAND, 511 Schofield Bldg.
NEWARK, 312 Union Bldg.
PROVIDENCE, 324 Bannigan Bldg.
ATLANTA, 812 Empire Bldg.

In the MONARCH VISIBLE TYPEWRITER all of the writing is in full sight all of the time.

WHETHER you are a banker, lawyer, broker, editor, merchant, railroader, wholesaler—in short, no matter what your business or profession may be, you have use for a typewriter in your office. Since the prices of all standard typewriters are practically the same, there is no excuse for a business man equipping his office with inferior writing machines; especially since we stand ready at any time to demonstrate the superiority of the

Monarch Visible Typewriter

It has been said, "The typewriter is the business man's best friend." Then why not exercise the same discretion in selecting your typewriter that you would display in choosing your friends? Make your choice from those of the highest class. The MONARCH VISIBLE TYPEWRITER, like a good friend, will "stand the strain."

The Monarch Typewriter Company

GENERAL OFFICES AND FACTORY

Syracuse :: New York

See that your writing machine bears this "EMBLEM OF SUPERIORITY":

THE BEST on the MARKET!

The Addressograph is an Unusual Investment Opportunity!

IT PAYS THE HIGHEST DIVIDENDS!

THAT is WHY THE ADDRESSOGRAPH **is in such DEMAND.**

SALES for last year show that of every 100 ADDRESSING MACHINES sold, 89 were **ADDRESSOGRAPHS.**

WHAT does this mean?

THIS means that **THE ADDRESSOGRAPH IS THE BEST ON THE MARKET!**

30,000 satisfied "HAVE BOUGHTS" are unanimous in their APPROVAL.

IT IS NOT HOW MUCH IS MADE BUT HOW MUCH IS SAVED THAT COUNTS.

THE ADDRESSOGRAPH has proved to be an unlimited

TIME AND MONEY SAVER

THE ADDRESSOGRAPH addresses are the highest type of mechanical addresses.

FACSIMILE TYPEWRITTEN

3,000 per hour on anything required.

Cost 3 cents per thousand.

THIS SYSTEM is being used by all departments of the Government, principal Railroads, Insurance Companies, Banks, Lodges, Associations, Steamboat Companies, Brokers, Coal dealers, Lumber dealers, and in every line of business to the greatest of advantage.

"Our Users Are Our Greatest Advertisers"

Shall we tell you how other firms in your line of business are using THE ADDRESSOGRAPH?

Write for Information.

ADDRESSOGRAPH COMPANY

234 W. Van Buren St. CHICAGO, ILL.

HIGHEST DIVIDENDS BEST ON THE MARKET

No use arguing—busy men of affairs have no time to listen to arguments against VISIBLE printing—

When people got used to VISIBLE TYPEWRITING it didn't take them long to demand the same thing of adding machines—and they got it in

The Wales Visible

Listing and Adding Machine

"Everything in Sight"

"Neither Something New Nor an Experiment"

It Embodies All That is Essential and Desirable in an Adding Machine

Its simplicity, ease of operation, flexible keyboard, visible printing, visible totals, speed and accuracy make it a prime favorite with the operator.

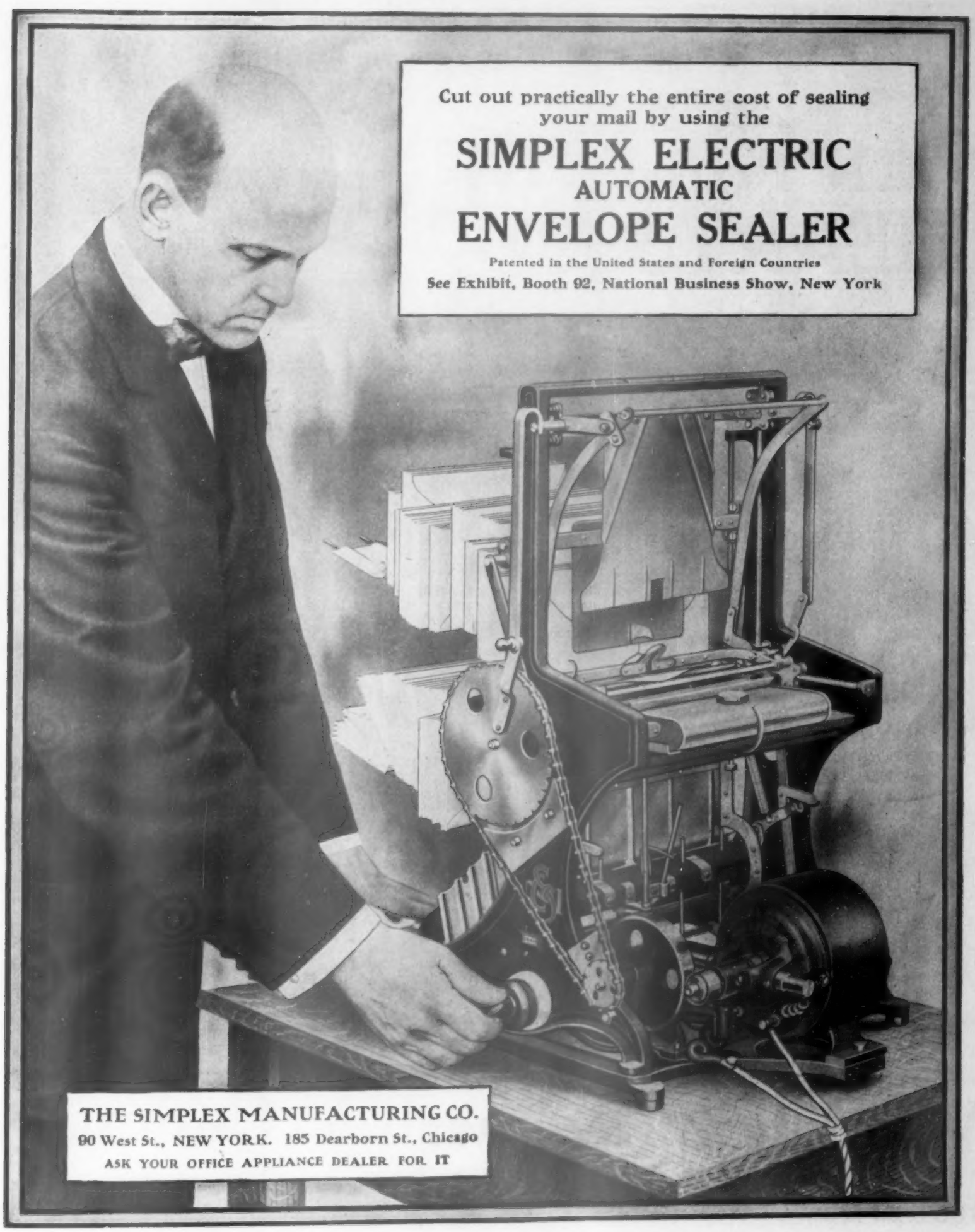
Its superior mechanical features which add life to the machine and reduce its cost of maintenance to the minimum, make it a favorite with the purchaser.

Its two years' use in the leading business houses of the United States has demonstrated beyond question its superior worth.

If you have never used a Wales, you cannot appreciate these statements. Once use one, and you will never be satisfied to use any other. If you have any doubts about the matter, try one and be convinced.

In the Hardest sort of Competition Our Competitors Have Had to Acknowledge All We Claim for the Wales

The Adder Machine Company, Wilkes-Barre, Penna.


Cut out practically the entire cost of sealing your mail by using the
SIMPLEX ELECTRIC
AUTOMATIC
ENVELOPE SEALER
Patented in the United States and Foreign Countries
See Exhibit, Booth 92, National Business Show, New York
THE SIMPLEX MANUFACTURING CO.
90 West St., NEW YORK. 185 Dearborn St., Chicago
ASK YOUR OFFICE APPLIANCE DEALER FOR IT

Typewriter Dealers visiting the New York Business Show are cordially invited to make our office their headquarters.

Every Typewriter a Bargain

"Quick Sales make Quick Returns and Decent Profits!" The most appropriate way to accomplish this is to have a complete stock of the most modern typewriters always on hand.

Ramer's Rebuilt Ready to Sell TYPEWRITERS

Will make more profits for the DEALER than any other kind.
NO REPAIR DEPARTMENT NECESSARY.
EVERY MAKE OF MACHINE AT WHOLESALE.

All in first class rebuilt condition, or in the rough. Write for prices and list or state your requirements. THE LARGEST STOCK IN THE WORLD TO SELECT FROM.

If you want a splendid sideline, just try RAMER'S POLYCHROME and BICHROME ATTACHMENT for the REMINGTON. This **one best seller** converts any Remington into a two or three colored writing machine in a few moments. Get the agency for this device. **Please your customers and make money.**

Wholesale Typewriter Company

"TO THE TRADE ONLY"

108-110 Duane Street (W. W. RAMER, PRES.) **New York N. Y.**

An Unsual Investment Opportunity

A System of Rapid Automatic Telegraphy that transmits messages at the rate of 50 words for 25 cents, anywhere in the United States.

...The...

TELEPOST

An Independent Telegraph Corporation, to be operated in conjunction with the Telephone Companies of America, with simultaneous use of wires.

Capital Stock $18,000,000

VOTING TRUSTEES

HON. JOHN W. GOFF, New York, Judge of the Supreme Court.
S. S. M'CLURE, New York, Editor and Founder of McClure's Magazine.
H. D. CRITCHFIELD, Milwaukee, Wis., President Milwaukee Independent Telephone Co.
F. W. SHUMAKER, New York, Treasurer Sterling Debenture Corporation.
H. LEE SELLERS, New York, Secretary R. H. Sellers Company.

DIRECTORS

CAPT. W. J. BARNETTE, U. S. N., Washington, D. C.
General Board, Navy Department.

A. K. BROWN, Chicago, Ills.
President Kenwood Trust and Savings Bank, Chicago.

JOHN M. CARRERE, New York.
Carrere & Hastings, Architects.

THOMAS CONYNGTON, New York.
Conyngton & Harrison, Attorneys.

H. D. CRITCHFIELD, Milwaukee, Wis.
President Milwaukee Independent Telephone Company.

HON. WILSON H. FAIRBANK, Warren, Mass.
Ex-State Senator, Massachusetts.

R. H. SELLERS, New York, Secretary and Treasurer.

H. LEE SELLERS, New York, President.

C. H. SILLIMAN, New York, Banker.

The Telepost Company owns all the rights and patents of the Delany System of Rapid Automatic Telegraphy. After a successful, practical demonstration over a broad circuit in actual work, covering a long period, this system is now commercially perfected.

The Telepost Company is now preparing to construct its Boston-San Francisco Trunk Line. Financial arrangements are in the hands of the Sterling Debenture Corporation of New York, who are authorized to receive advance subscriptions, in small blocks only.

The profits that will come to the original shareholders of the Telepost may be judged from the fact that, even with its greatly reduced rates, the new company will make a net profit per message three times as great as the old-time systems can make with their high rates. And this enormous profit will be distributed over an $18,000,000 capitalization, as against the $218,000,000 capitalization of the old systems.

With the unusual protection afforded to the small shareholders through the provisions of the Board of Voting Trustees, the safety of an investment in Telepost stock is assured, and the opportunity for subscribing is not likely to remain open long.

Write for Booklet No. 28, which contains a full prospectus for investors, to **STERLING DEBENTURE CORPORATION,** Brunswick Building, Madison Square, New York.

"Lundstrom"

Sectional Office Shelving

Neatly Finished in Solid Golden Oak. Quality and Construction Guaranteed

Shipped on Approval **We Pay the Freight**

$1.00 to $1.75 Per Section

Rigid economy, acquired by the manufacture of a single product in large quantities and our modern methods of selling direct to the user, enables us to offer a superior article at a considerable saving in cost to the purchaser.

ADAPTABILITY—The LUNDSTROM Sectional Shelving is especially adapted for use in modern office buildings, where space is limited. These cases being capable of horizontal as well as vertical extension, they may be used between and under windows or other odd spaces which would otherwise be unavailable. Furnished in three different heights; 10½, 12½ and 14½ inches respectively; and in two different lengths; 34 and 25½ inches.

ECONOMY—The economy of the LUNDSTROM Sectional Shelving is apparent when compared with the cost of building common pine shelves, without mentioning the inconvenience of having the office in a dismantled condition while such fixtures are being installed. If a change of location is contemplated, the sectional shelving can be removed, one section at a time, without disturbing the contents, transported to the new office and set up, ready for use.

We will exhibit this Sectional Shelving as well as a full line of our Sectional Bookcases and Filing Cabinets, at the National Business Show, to be held at Madison Square Garden, New York City, Oct. 12th to 19th, inclusive. If you cannot attend this exhibit,

Send for our free illustrated catalog No. 109.

The B. D. Lundstrom Mfg. Co. Manufacturers of Sectional Bookcases and Filing Cabinets **Little Falls, N.Y.**

Typewriter users everywhere have been educated to demand the highest grade of typewriter supplies.

Remtico Typewriter Supplies

Manufactured by the

Remington Typewriter Company
(Incorporated)

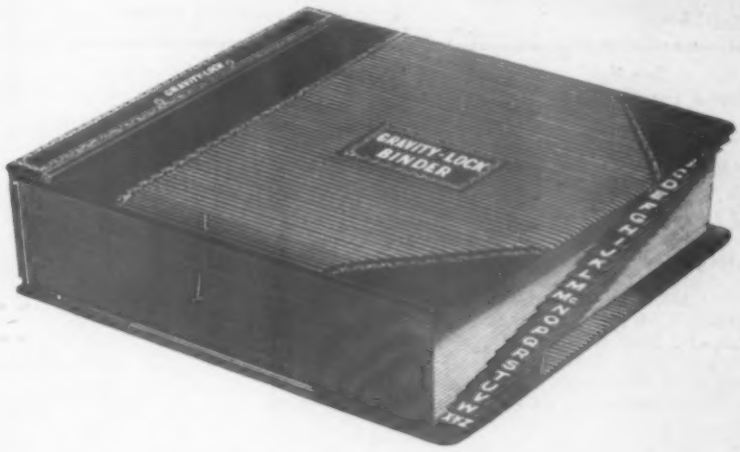
Are recognized by users of writing machines the world over as the highest grade goods on the market.

The leading **Remtico** goods are PARAGON RIBBONS and PARAGON and RED SEAL CARBON PAPERS

Remington Typewriter Company
(INCORPORATED)
325-327 Broadway, New York, N. Y.

The Gravity-Lock Binder

Constant Effort has been made since Loose-Leaf Ledgers came into use to construct a lock operative without a key. This has been accomplished in the Gravity-Lock Binder, the locking device of which, working automatically and requiring no key to operate it, is "broadly new," its patents being basic ones, and as such have been sustained by the courts.



THE SUCCESS OF THE GRAVITY-LOCK BINDER

ITS PATENTS UPHELD BY THE COURTS. ITS USEFULNESS APPRECIATED BY BUSINESS MEN.

SINCE THE ADVENT OF THE GRAVITY-LOCK BINDER

it has been the custom of manufacturers of Loose-Leaf Ledger Binders to advertise that their devices can be so securely locked with a key that a sheet cannot be removed until the Binder is opened with a key, something usually very easy to obtain.

A Radical Departure in lockmaking has been made in the Gravity-Lock construction; the use of ratchets, screws, springs, keys and cranks, necessary in the operation of all other locking devices so far invented, being done away with in the Gravity-Lock Binder.

In All Parts of the Binder are Combined the principles which are essential in the manufacture of such Binders with new ideas of construction, each tending towards strength, durability and simplicity. All objectionable features common to Ledger Binders have been eliminated.

One Would Think to Read some advertisements, that each office had one or more persons seeking an opportunity to extract a leaf from a ledger, and that it must be kept locked like a cash drawer.

No Reasons are Given why this particular safety is demanded for a Loose-Leaf Ledger Binder, which is not usually left lying around to be handled by others than the bookkeeper, whose duty it is not only to protect it against the abstraction of sheets, but also from the scrutiny of all except his employer or others authorized by him; while many forms of as great importance as a ledger sheet, such as Customers' Orders, House Orders, Merchandise Receipts and Charge Sheets of a Loose-Leaf Billing System, are kept in Binders and Holders that offer no security whatever in locking devices.

Those Who Have Looked Into the merits of such advertised devices readily understand that such a feature is exploited because the devices in question are inoperative without keys, and some of them can neither be opened nor closed, and others when closed cannot be opened without keys.

It is The Necessities of the devices, not security, that make keys necessary to them.

When a Key is Lost, additions to and transfers from such a Binder cannot be made until a new key is obtained.

The Gravity-Lock Binder was put into practical use in business houses in the early part of 1904.

From The Start it Has Met With Unexampled Success.

The Gravity-Lock Binder has won 98 times out of each 100 competitions with other Binders and upon its merits alone.

This was testified to under oath in our recent suit against an infringing concern.

It Has Been Successful principally because it can be opened and closed without a key, yet can be securely locked with a key.

The Other Points of Excellence that have contributed to its success are set forth in our Catalog "B" entitled:

Iuquire Within and Seek No Further for Anything You Want to Know About Loose-Leaf Ledgers, Binders & Holders.

If you are interested we will send it to you upon request. You can get more information from it than from any other book of the kind published.

J. S. McDONALD COMPANY

Manufacturing Stationers.

Factory and Office, 605 Irving Park Blvd., Chicago

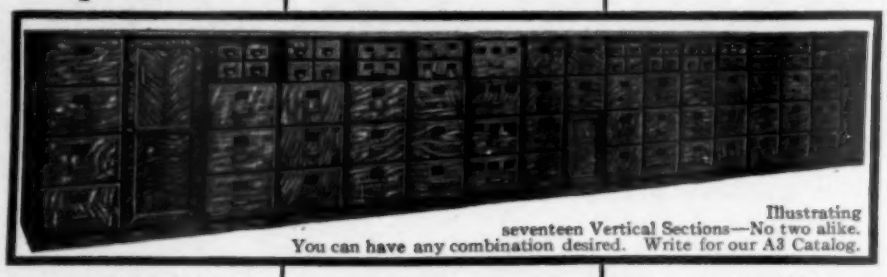
Our Agency Proposition

If we are not represented in your city, write us for our agency proposition. We

Want the Best Dealer in Every City

Our plan of co-operation and assistance in increasing your business and profits cannot fail to interest you. Our beautiful new A3 Catalogue, just off the press, illustrates the entire line, as well as the new additions to "Wabash Product."

Wabash Product



Illustrating seventeen Vertical Sections—No two alike. You can have any combination desired. Write for our A3 Catalog.

Why Not?

For Past Twenty Years

We have manufactured the highest grade Filing Cabinets, Supplies and Systems. Our systems are the result of

Twenty Years Experience in Expert Systematizing

In all branches of manufacturing and mercantile business. Consult us on the most improved systems and methods of filing letters, invoices, etc. *Our expert advice costs you nothing, and implies no obligation.*

We carry the largest and most complete line of

Vertical and Horizontal Expansion Cabinets

Shown by any manufacturer, at prices, considering "quality," that defy competition. Our designs and combinations comprise all the latest ideas and up-to-date improvements. Our Card Index Printing Plant is equipped with the latest modern machinery, a great part from our own models, thus insuring high grade work and prompt delivery at minimum prices. Card Index and Vertical Filing Supplies to fit all makes of cabinets.

Dealers visiting New York and Chicago are cordially invited to inspect our line, which is on exhibition at our offices at all times

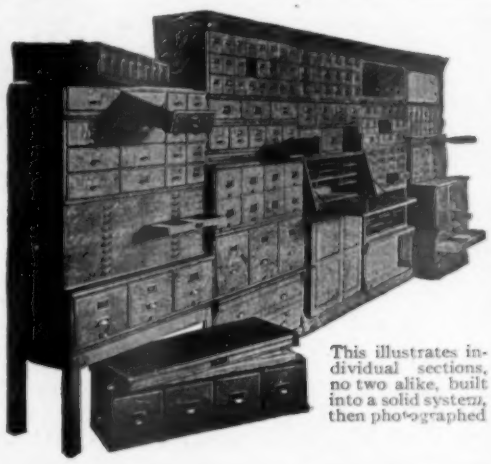
WABASH CABINET COMPANY

MAIN SALESROOMS, EXECUTIVE OFFICES AND FACTORIES

NEW YORK SALESROOMS AND EXPORT DEPT.
296 Broadway

"On the Banks of the Wabash"
WABASH, IND., U. S. A.

CHICAGO SALESROOMS
41-45 State Street



This illustrates individual sections, no two alike, built into a solid system, then photographed

COVERS

FOR

Typewriters
Adding Machines
Etc.

"RRuB-BeRR"

The New TYPEWRITER and ADDING MACHINE Cover

WE MAKE COVERS FOR:

TYPEWRITERS

REMINGTON	UNDERWOOD	SMITH-PREMIER
OLIVER	DENSMORE	L. C. SMITH & BRO.
FOX	WILLIAMS	SECOR
NEW CENTURY	SUN	FAY-SHOLES
ELLIOTT-FISHER	BLICKENSDERFER	MONARCH
VICTOR	JEWETT	HAMMOND

as well as others, Domestic and FOREIGN

ADDING MACHINES

BURROUGHS	UNIVERSAL	WALES
STANDARD	PIKE	and others

"RRuB-BeRR" Looks like rubber; acts like rubber; WEARS MUCH BETTER

These covers are dust, moisture, climate proof—
Send them anywhere,—they won't go back on you

We are the largest makers of Typewriter and Adding Machine Covers in the world

Sold in Quantities of Any Size. Get Estimate

Typewriter Specialty Co.

72 W. Broadway :-: New York, U. S. A.

2500 to 8000 ENVELOPES SEALED IN ONE HOUR

AND EVERY ENVELOPE SEALED AS IT SHOULD BE, BY THE THEXTON SEALER

STATIONERS AND DEALERS WANTED

in all parts of the world to act as our agents. Big money can be made by those who will devote a little portion of their time, or instruct their salesmen to introduce the "THEXTON" sealer to handlers of heavy mail. The advantages to be found in this very practical sealer are many. It is made in several models, to suit the purse and uses of all. It is operated by hand or motor driven. It is simple, neat, accurate, durable, practical and is a money maker for those who handle it.

Over 6,000 in Daily Use in All Parts of the World
Will Seal Any Kind of an Envelope

WRITE TO-DAY for our Illustrated Price List Showing Models and Designs.

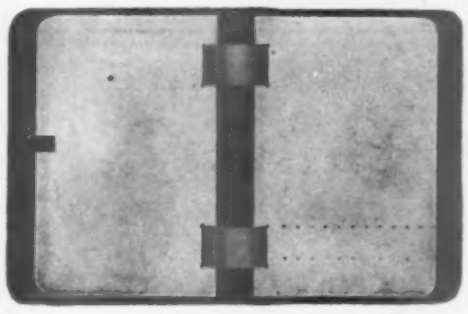
Hand Operated Machine

ACORN BRASS MANUFACTURING COMPANY

51 North Peoria Street
CHICAGO, ILL., U. S. A.

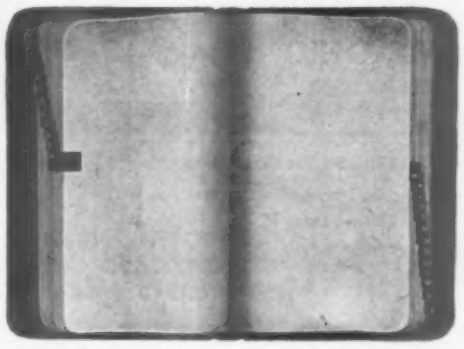
Power Operated Machine

THE PROUDFIT PRICE BOOK



BOOK UNLOCKED

END VIEW CLOSED



BOOK LOCKED

Cuts are from photographs

Mr. Stationer
or
Manufacturer

This is part of the "PROUDFIT" line

We will sell you manufactured goods or metals

No Posts

Unlimited Expansion

Flat Opening

Spring Back

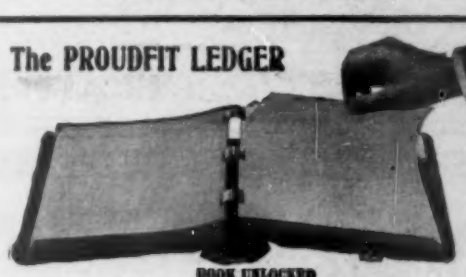
Write for catalogue and terms To-day.

THE Edwards-Hine Co.

Loose Leaf Specialists

5 & 7 Pearl St., Center, Grand Rapids, Mich., U.S.A.

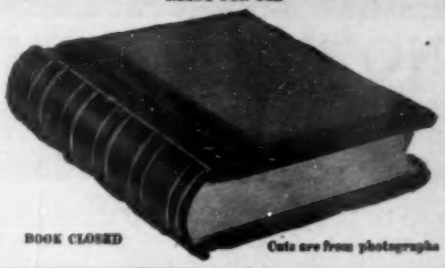
The PROUDFIT LEDGER



BOOK UNLOCKED

INSERTING SHEET

READY FOR USE



BOOK CLOSED

Cuts are from photographs

CRANE BROS. WESTFIELD, MASS. LINEN PAPERS

Manufacturers of

"GOLD MEDAL" LINEN LEDGER
"JAPANESE LINEN"
"WARRANTED ALL LINEN"
WRITING PAPERS

Papers from these Mills are the best made for Blank Books, County and State Records, Typewriters, Correspondence, Drafts, Checks, etc.

Each Sheet has Watermarks of the Japanese Crane

FREE SAMPLES TO DEALERS OF OUR LINE OF TYPEWRITER PAPERS—Write for them

Typewriter Ribbons

"CROWN" AND "GLOBE" BRANDS

Strictly high-grade ribbons. Materials and colors are the best obtainable.

CARBON PAPER

"CROWN," "GLOBE" and **"PIONEER"** brands, with medium, extra hard and soft surfaces respectively. Will make more and better, clearer and sharper copies than any other carbon paper on the market. All of the highest quality, remarkably durable and suitable for use in any climate. Sold at prices which, considering the quality, make them the best Ribbons and Carbons on the market. We want Agents and will make Special Prices and Discounts for Export Trade. Write for catalogues and information.

The Crown Ribbon and Carbon Mfg. Co., ROCHESTER, N.Y. U. S. A.

Your Money Back and 200% Profit

THIS stenographer's **COPY-HOLDER** costs the dealer..... **$ 4.00** a doz.
THEY retail at $1.00 each..... **12.00** a doz.

A staple article and a popular seller. Finished in black and nickel, they make a splendid window trim and an exceptionally good leader for a salesman. When cash for 50% of the amount accompanies the order we give the privilege of returning 50% of the holders if desired. ORDER TO-DAY. Don't wait till the opportunity is gone.

CLEVELAND COPY-HOLDER CO.
44 Mars Avenue **CLEVELAND, OHIO**

AGENTS WANTED
Sample, prepaid, 50c

A NOTICE TO THE TRADE:

KNOWING THE VALUE OF A SELF-FILLING PEN, and realizing the objections found in others, we have perfected the "Welty New Idea"—which we are now offering to the trade generally and at prices that have surprised most of our customers.

NO Doubtful Parts;
But the Strong Points

"AS A PUSH HERE AND IT'S FILLED."

WRITE FOR "TRADE" DISCOUNTS AND FREE CATALOGUE

are those which control the **INK FLOW** and in this WELTY'S NEW IDEA is a new idea in **FACT** as well as **NAME.**

We made both kinds of Fountain Pens, the Self-Filling Pen as well as the other sort, and we have a very unusual

OFFER TO MAKE TO STATIONERS AND DEALERS

THE WILLIAM A. WELTY CO., Waterloo, Iowa, U. S. A.
702 MARQUETTE BUILDING, CHICAGO, ILL.

C. N. FAY, President
CHAS. B. PRICE, Secretary-Treasurer

DIRECTORS:
C. N. Fay
J. J. Glessner
Franklin MacVeagh
Arthur D. Wheeler

The Remington-Sholes Company

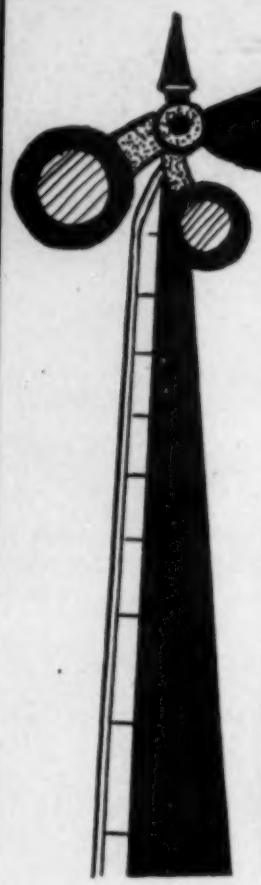
Has purchased from the Arithmograph Company the Remington (Fay) SHOLES Typewriter and The Arithmograph, stock in trade, plant, patents, trade marks, trade names and good will, and will continue the business at the old stand, under its original name, of which it was for a time deprived by decree of the United States Circuit Court, upon suit brought by the manufacturers of the Remington Standard Typewriter. This decree, having been reversed by the Supreme Court of the United States, in a final decision broadly confirming our right to the original corporate and trade names, we shall hereafter use the same throughout the United States. In Foreign countries, having as far back as 1898, obtained a like decision from the Imperial German Supreme Court, our representatives have always used them and will continue to do so.

We have abandoned branch offices and propose to sell only at wholesale.

We offer Dealers discounts upon our well-known goods, such as to enable them to do business.

THE REMINGTON-SHOLES COMPANY,
127 Rees Street,
Chicago, U. S. A.

J. P. DAVES,
Manager Domestic Sales.
Temporary Address: 287 Broadway,
New York City.



STOP

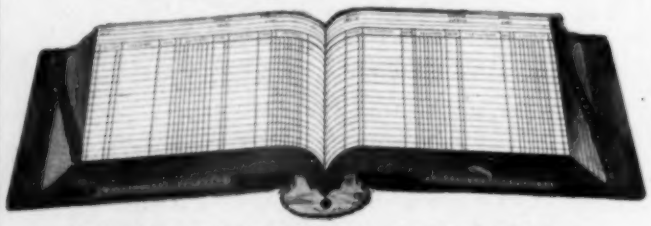
In the busy whirl and the rush to get out those nice orders

Just pause and see if you could not serve your customers more acceptably and more promptly if you were giving them the

"Quality and Durability" Line of Loose Leaf Devices

Complete devices for the Stationer,
Metal parts for the busy bindery.

Price List No. 20 is the story of sixty high-grade devices.



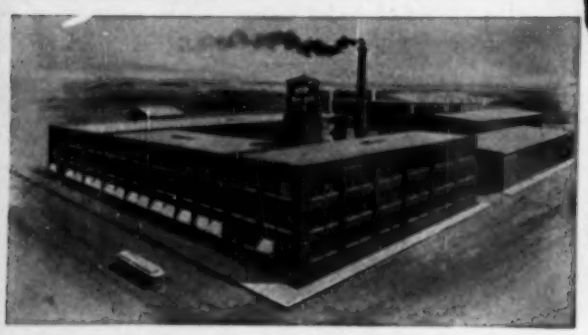
THE BROWN LEDGER
One of the Sixty

This is an age of progress, and years spent in perfecting our line have resulted in a degree of proficiency in all factory departments not to be found elsewhere.

Manufacturer for the trade

The C. S. & R. B. Co.

487-500 W. Kinzie St., Chicago, U. S. A.



Biggest Exclusive System Factory In The World

It's Easier To Sell Shaw-Walker Goods Than Any Other

This is true for many reasons. Here are two of them:

First: Shaw-Walker Vertical Filing Cabinets and supplies sell for less than any other on the market. This, notwithstanding the fact that they are the best made.

Second: We co-operate with you in selling them. We don't load up our dealers and then forget them. We devise ways and means for you to get rid of the goods. We furnish you everything in the way of advertising.

We have a **"Dealer's Co-Operative Plan."** Write and ask us to tell you about it.

Ask us to place you on the list of our monthly publication "Shaw-Walker". **It's Free For One Year.**

The SHAW-WALKER Co.

New York, 372 Broadway — MUSKEGON, U. S. A. — Chicago, 151 Wabash Avenue

"With the KEY on the Cover"

OFFICE APPLIANCES

OPENS the DOOR to the MODERN OFFICE

INDEX TO DEPARTMENTS.

	Page
ADDING MACHINE	104
ADDING TYPEWRITER	37
AMONG THE DEALERS	126
CASH AND AUTOGRAPHIC REGISTER	112
DOMESTIC OPPORTUNITIES	60
DUPLICATING MACHINES	110
EDITORIAL	53
FOREIGN NEWS	39
FURNITURE	98
LOOSE LEAF	115
PAPER AND ENVELOPES	122
RETAIL TRADE OPPORTUNITIES	52
RIBBONS AND CARBON	103
STATIONERS' SECTION	128
TALKING MACHINES	101
TYPEWRITERS	83
TIME RECORDER NEWS	118
WANTS	Last

I do not despise genius—indeed I wish I had a basketful of it instead of a brain, but yet, after a great deal of experience and observation I have become convinced that industry is a better horse to ride than genius. It may never carry any one man as far as genius has carried individuals but industry, patient, steady, intelligent industry will carry thousands into comfort and even into celebrity, and this it does with absolute certainty, whereas, genius often refuses to be tamed and managed, often goes with wretched morals.

If you are to wish for either wish for industry."

—*Julian Ralph.*

SEVENTH NATIONAL BUSINESS SHOW

H.A. COCHRANE

F. W. PAYNE

The men whose visions are high and wide are laughed at, derided at first—followed later. They tell the good news that the world will not believe. But in their lifetimes, or later, the truth and their services are known.

—*Adapted.*

Madison Square Garden

New York City

October 12 to 19, 1907

OFFICE APPLIANCES

REVIEWING the Field of Typewriters, Adding Machines, Time and Cash Recorders, Loose Leaf Devices, Office Furniture, Supplies and Specialties.

A MONTHLY MAGAZINE

GUIDING the Interests of Manufacturers, Commercial Stationers, Office Appliance Dealers, Salesmen and Consumers, and Reporting New Inventions.

Vol. 6. CHICAGO, OCTOBER, 1907. No. 5.

Value of the Business Show to the Individual

What May Be Gained by Visiting These Expositions and What the Average Dealer or Large Consumer Should Have in Mind When Learning Lesson It Teaches.

Business shows have passed the point where they are merely collections of business appliances placed upon the floor of a big exposition building for the public to look at and pass on. They have reached that stage in their existence where they are established parts of the business life of the American public. They are now as fixed parts of the complex existence of the average business man as the government mail service and the day when they were sought out by a novelty loving crowd has passed away.

The National Business Shows of to-day are as important and vital to business as anything that comes into the life of the business man. They do as much for him and help him accomplish as much as any combination of other ideas taken together. They are spreading the gospel of shorter hours, more work and greater accomplishments with less expenditure of money and energy. Their educational features now far outstrip their curiosity satisfying qualities. They have become to be the great events where business men get together with retailers and manufacturers as well as inventors of machinery and devices that mean more in the accomplishment of business results than all other ideas taken together.

The direct result of the National Business Shows is a greatly increased interest in time and labor saving devices, the upbuilding of a new industry and a new line of business. The actual development of the business idea from a laborious process of achieving results by stage coach methods to the actual day and age of the inauguration of express train methods in office and business work.

From the business shows has sprung the Office Appliance Business. Before the first Business Show was held there was no such thing as an office appliance store in the entire country. Nobody had ever heard of such a thing, and even if they had, nobody knew what it meant. Office work was looked upon then as a refuge for the young man or young woman who would rather work on a small salary at work that required little brain power and wear a stiff collar in preference to doing the more serious and higher paid things that business offered. The office was an expense, and was invariably behind the factory. The office was the tail end of the business and was despised by every business man as a necessary nuisance.

Everybody Went to First Show.

The inauguration of the National Business Shows changed all of this. To-day the office end of business is as productive as the factory end. To-day the office is converted from an expense item to an asset, and the result is that the National Business Shows have increased in importance to the same degree in which they have increased the interest, use and value of office appliances and devices.

When the first business show was held everybody went as a matter of curiosity. Many business men had heard of many different kinds if devices, but had never taken the trouble to look them up. It was a patent fact that to look at devices meant the consumption of time and lead to a constant bombardment of the interested man's time by people who knew less about the article than the casual observer. The business men who attended the first show felt that by going there they would have an opportunity of seeing the new ideas under the most favorable circumstances, and the result was that many of them saw new devices demonstrated by the inventor and thus were induced to invest in them. The first introduction of new office devices in old offices proved that it was a useless task to try to mend old cloth with new patches, and the process has evolved up to a point where to-day the appearance and general situation in business offices is quite reversed from what it was a few years ago.

Has Uplifted Business.

The National Business Shows opened the way to better things in the business office and ever since the first show the trend has been steadily upwards. Business men to-day do not use any of the appliances that were in use a few years ago, and even in this day and age of progress and constant evolution the new things are giving way to newer ones.

The National Business Shows are of immense value to corporations, the great army of business men in general, dealers and manufacturers. In short the National Business Shows are of the greatest possible value to the general public, for everybody is interested in business somewhere or in some way. A chosen few are interested in automobiles. A larger percentage are interested in leather goods, and so on down the line, every exposition of every kind might be named and analyzed and it would be found that in most cases, but a few people at the best would be interested, but when it comes to business, it is found that the National Business Show embraces them all. Every other show of every kind partakes of the Business Show. The Business Show is the king-pin of the whole list for every line of endeavor looks to business to bring about what it is striving for. Business is the keynote and the fundamental principle of all things.

The buyers for large corporations will visit other shows because they are interested in restricted lines or in individual lines, but when they visit the business show it is because they are interested in the greatest principle of all and they are looking for things that are not apart and restricted to one line, but to all lines, and by means of which all other branches of the business may be made to pay and produce. The Business Shows are the principle business events of the entire year and are the only affairs in which business men are singled out and catered to exclusively. The Business Show is just what its name implies. It is a Business affair. It is put on by business men for business reasons and for the purpose of spreading the teaching of better methods in business life.

Business Show a Liberal Educator.

To the individual the Business Show affords a liberal education. It produces the opportunity for the individual to get up to date in what is new in business life and business appliances. It produces the opportunity that the individual in business should seek after and improve, for to acquire the same amount of knowledge in the usual way would require many days and much hard work, whereas a short time spent at the National Business Show will present in panorama a complete view of everything that is being put out and that will interest the employer or employee in the line of business devices and ideas that are for the betterment of conditions.

The individual business man who is at the head of an organization should embrace this opportunity to acquaint himself with the devices that will do the most good in his own business. He should seize the opportunity of finding out where he is weak in his own institution and where the application of new machinery will produce a greater earning capacity for his help and at the same time dispose of a larger amount of business detail in less time than is required by older or less modern methods.

To the employee are presented lessons of immense value, that once learned will make him a more valuable asset in the office where he is employed. The fact that an employee is conversant with the new ideas makes it worth his time to educate himself, for in every institution there is always one man who is called upon to answer questions, and that man usually gets to the top, for he is frequently in consultation with the man at the head. This lesson is worth learning, for in business there is more progress and improvement taking place than anywhere else, and the young man or woman employed in an office can do no better for themselves or the man they are working for than to improve their time and become familiar with what is new and what is being made and sold for improving the value of employee to employer and for saving time and making money.

To the individual salesman it means a great deal. It means to him an opportunity to study methods used in demonstration.

Proper Classification and Handling of Freight

How This Vexatious Question May Be Settled to Advantage for the Office Appliance Dealer and the Man Who is Handling a Large Amount of Shipments.

BY W. H. HOPKINS.

As a child hesitates to perform before his masters and critics, so I hesitate in undertaking to address you upon a topic of as great public interest to-day as any of the questions now agitating the shipping public, knowing as I do that there are those present much more capable of enlightening and entertaining you than am I.

When your committee asked me to address you on the subject of Freight Classification, I asked to be excused if they could get some one else to accept and was then under the impression that I had been handed a large and juicy lemon, but in delving into the subject, I found it was not a lemon—it's a peach.

I found the subject intensely interesting, somewhat amusing and very instructive, and if I can imbue you with some of the interest I have found in my research, I shall feel highly gratified and well repaid.

What is "Freight Classification?"

"Freight," we find means "Any goods transported by public carriers." Figuratively, "That with which anything is laden or filled." Be careful that in this warm weather you do not attempt to give a practical demonstration of this definition.

"Classification" is the "Art or process of arranging by classes; the putting together like objects under a common designation; a process based on similarities of nature, attributes or relations.

Accepting as correct these definitions of Freight and Classification, then Freight Classification should mean the

Arrangement by classes or groups those goods transported by public carriers, keeping in one class those of similar nature, attributes or relations.

It would seem, however, that "Freight Classification" actually is merely a term used to designate one of the main sources of trouble between the transporting companies and their patrons. A combination of words used by courtesy to designate the method by which the common carriers may most easily evade the so-called rate laws supposed to be in force in some states, and to hoodwink the public into believing that they actually have some slight control over their own affairs. This combination of words is responsible for more profanity than any other two words in the English language; a fact clearly proven by the oft-made observation that we are prone to swear the hardest over those things of which we know the least.

What shall we say of a Classification Committee?

Perhaps the less said the better.

Can any one define or describe it? I think most of you will say that it is a body of railway men with an official, the head known as chairman, which body "classifies" the "freight" so that just and legitimate rates for transportation may be established. Those of you with experience, however, will describe the committee as "A chairman with some others;" the chairman being appointed by the transportation companies because of his unique disposition to see only the narrowest railway view of a question and his wonderful ability to keep out of sight and to carry out the mandates of the "combination;" the "some others" being likewise appointed by the said transportation companies for their great diplomacy and undoubted ability to jolly you along while studiously keeping you away from the chairman.

If a poor shipper has a suggestion to make, a reform to offer, or a cause to plead, he employs an attorney who, almost on bended knees and with hands clasped in earnest supplication, goes to the various members of the committee and begs them to intercede for his client. Each one in turn assures him that his cause is just and his prayer should be

W. H. HOPKINS.

granted, but that it will have to be referred to the chairman. Later on (if ever) comes word that the chairman "has decided that the petition should not be granted." Only that and nothing more.

Evidence is Useless.

Most bargains take two to consummate, but a bargain for the carrying of freight is an exception—there is only one party to it—the chairman. In a court of law he would be the court, the prosecutor, the jury and even the evidence, were any required, but evidence is looked upon as useless waste of time.

Classification Committees, so far as I can learn, have no legal being—no authority in law for existence, but are a law unto themselves, and you and I sit idly by and wonder how they do it. Some day we will wake up—we are rubbing our eyes now, and a man in Washington is ringing the morning bell.

When we awaken we will not get excited and abolish the committees, for they have a mission, and a useful and proper one at that, for to every one must be apparent the necessity for some semblance of uniformity in the rating of freight, else chaos would reign in the shipping world.

Their work is not trivial, and we, the shippers, are not always right or always reasonable; therefore, recognizing the great usefulness, and in fact the absolute necessity of a properly constituted body, what better can we do than to legalize them, making them part of our government. Take their members out of the employ of any corporation—make them as stable as our highest courts.

I have said committees, but I would have one only with jurisdiction over the entire transportation of the country, both state and interstate, which committee or commission would give us what I believe every railway operative in the country would hail as a boon—uniform classification—to replace the several classifications now in operation.

The absurdity of some of the present published schedules is seen in Lantern Frames (which cannot be nested) taking a third class rate in carloads, while wire baskets—nested—take a first class carload rate and a double first class L. C. L. rate. A fragile terra cotta vase, liquid disinfectants in glass, celluloid, a highly combustible article, and picture frames with from 10 to 25 per cent glass, are all transported in Official Classification Territory in L. C. L. lots at first class rates, while blank books, having more density, less value, less liability to damage and being in every sense more desirable freight, also take first class rates. The furniture dealer transports his bureau, chiffonier or sideboard at first class, while you, the stationer, pay once and a half first class for your desk or table.

Stationers Much Interested.

You and your patrons should be the ones most interested in these things, but you don't know it. You are the sufferers from any injustice practiced, for you pay the freight. Jones says he pays the freight and the cartage and the boxing, etc., but he doesn't—you do—he only advances the money and then collects from you. It's a nice method and a clean method, but you must not get the idea that you are getting something for nothing, therefore, when a manufacturer goes after a just classification for his wares, he is fighting your battles and you should stand shoulder to shoulder with him. Enlighten yourselves and help throw off the mantle of mystery which has been hanging over all matters pertaining to Freight Classification.

The various classification committees are composed of smart and able men, but the wise man knows that he cannot live long upon the earth—he needs you and you need him. Your knowledge and assistance might be of service to him if he were disposed to utilize it, and under a wise uniform classification law, your views would be considered.

In classifying freight for the proper making of rates, there should be considered:

1. Density or number of pounds per cubic foot.
2. Intrinsic value per cubic foot.
3. Liability of breakage or other damage.
4. Manner of packing.
5. Facility in handling.

It readily appears that goods in higher clas-

sification are affected by some circumstances of undesirability as an article of transportation. It would be difficult in the variety of merchandise transported to hold them up to any formulated rule, but it should not be impracticable for an intelligent commission with the assistance of the shipping public to demonstrate the affinity of like objects and bring together in one class articles that are analogous.

Alas for the frailty of human understanding—unfortunately these points appear to be lost sight of frequently as we find blank books, violin cases, cigar boxes, wash boilers and bric-a-brac according to some of our committee friends are all analogous and of course are transported at the same rate of freight. Truly it is well that we do not all think alike. I am afraid that Mr. Webster, in compiling his great work, unwittingly perpetrated a joke in defining things similar in nature—or the above goods may have been classified by the instinct of some genius, as a prominent freight traffic manager before the Senate Committee at the discussion of the Hepburn Bill, upon being questioned as to what points were considered in classifying freight and making rates hesitatingly answered, "Well, its sometimes a railroad's instinct."

What a lovely state we are in when we have to depend on some other fellow's instinct for our profits.

Uniform classification by a properly constituted and legally authorized commission would remove one of the greatest barriers that now exist between the carriers and their patrons, the shippers, who should from necessity work hand in hand. The one cannot exist without the other.

Unjust Discriminations Exist.

I might enumerate many incongruities in the present published classifications and many unjust discriminations in rates, but such is not the purpose of this paper. You are each probably cognizant of some particular instance in your own experience and as Dean Swift said, "We think those points well put which agree with our own thoughts," I will ask you to imagine that I have called attention to just those articles your mind may be dwelling on.

I will merely mention one or two which come under my personal observation, namely, sectional bookcases in western as well as southern territory take first class rate, while in official classification territory the rate is once and a half first class. Desks are the same.

These instances, I believe, are justified in the opinions of the Interstate Commerce Commission, possibly upon the ground that the southern and western rates are higher, but the question before us is of classification, not of rating, and I am sure the railway employes throughout the country would like to see the classification uniform in all territories.

The mistaken impression upon the part of some high railway officials that railways are strictly private property and that the government and the people after giving to them their franchises have no further interest or control over them has led up to the present state of antagonism shown in various state legislatures. One of the most striking illustrations of this feeling is given in the so-called "Uniform" or "Standard" Bill of Lading they have been attempting to foist upon the shipping public for the past two or three years. A uniform lading bill is desirable, but the one proposed contained some vitally objectionable features and it was up to you, your law makers and your courts to resist any attempts to compel you in advance to sign away your common law rights.

Some of the objectionable features of this bill of lading were:

First—It imposed a penalty of 20 per cent additional to the ordinary published rates unless the shipper assumed all risks of transportation.

Second—Declared to be not negotiable, although business requirements frequently involve the use of bills lading in support of drafts.

Third—Signature of bill of lading confirms certain conditions contained therein arbitrarily compelling you to relinquish all interest in your customer's welfare as in many instances the conditions interest your customers rather than yourselves and you are not possessed of any authority to abate those customers' rights.

Word comes from Chicago June 18th to the effect that the Chicago shippers had won out in their fight against the railways in official classification territory over this bill of lading and that their case had been formally dismissed and that the railroads and shippers would join in asking an order for a uniform bill of lading to be agreed upon. In the newer proposed form the 20 per cent penalty clause will be eliminated, the carrier assumes liability under the common law for loss or damage of freight and the railways will agree that bills of lading be negotiable.

Does Not Look Good.

Beware of a sleeping dog. This seeming concession upon the part of the carriers is actually no concession at all, for they knew full well that no intelligent court would sustain such a contract. A valid contract cannot be all onesided and you well know that a body such as a classification committee without authority under the law and appointed by and acting for one only of the parties to the contract (the railways) cannot assume legislative and executive powers.

The carriers, however, with millions of capital know that the individual cannot successfully wage war upon them and in their arrogance have attempted to usurp the powers of government and the rights of the people. It is this spirit of arrogance which has led up to the recent agitation in the several states resulting in more or less sane legislation—not to control the child—in this case the railway—but to punish it. Any retaliatory measures upon the part of state legislatures against the railways is imprudent and harmful, for two wrongs do not make a right, and when the revenue of a railway is curtailed by state legislation, it can and does through its agent, the Classification Committee, immediately proceed to recoup its losses by raising the classification upon certain commodities which the public has to consume, and here again you pay the freight—Jones doesn't.

Facing Grave Questions.

We are facing to-day in our national life situations of grave import and while injustice has undoubtedly been done, unfair discriminations practiced, and arrogant methods employed by bureau managers under the mistaken impression that they could fix their rates as you can fix your prices, we must guard against any harmful retaliatory legislation merely for the sake of retaliation, and we must particularly guard against any action which would affect the capitalization of the carriers. It is a well known fact that our railway equipment and facilities have not grown apace with the growth of the country and are now inadequate to the demands of commerce.

Improvements cannot be made without money and the enormous improvements needed in the railway world will require enormous capital. We are too prone to forget the great value of the railway in the upbuilding of the nation and in our hysteria tear down what we have ourselves built up and thus place ourselves in an awkward dilemma.

I suppose you have heard the story of the man who stopped another on the street and asked him to tell him of the quickest way to get to the hospital and was answered, "Just poke your head in Mike O'Brien's saloon across the way and yell 'To hell with the Pope.'"

I wish now to disclaim any intention toward captious criticism or to incite any further ill feeling toward the railways of the country, but rather wish to aid, in my feeble way, in a better understanding and a better feeling between the carriers and their patrons, many hundreds of whom are stockholders in these same railways, but truth and the necessity of self-preservation compels us to take some note of corporate usurpation of power and to do our utmost to correct the abuses that have crept into our dealings with the railways of the country.

A NEW ADDING-TYPEWRITER.

In the illustrated directory for the National Business Show in this issue may be found the first illustration ever shown of the new Duntley Ten Key Visible Adding Machine to be used in connection with a typewriter or independently.

This new machine, as a plain adder and in connection with the use of a typewriter, will be displayed at the Madison Square Garden by those who are forming a company for its marketing.

The Duntley machine was given its first public exhibition at the Bankers' convention at Atlantic City, on September 23rd to 28th.

The machine was shown separately as a straight listing machine and also attached to a typewriter.

The exhibit attracted a great deal of attention and favorable comment.

The Duntley is a pioneer in the typewriter adding field and one of its greatest advantages, when used with a typewriter, is the direct printing of all items and totals on the typewriter cylinder.

The great success at Atlantic City promises well for the future of this machine, and much interest should center around it at the Madison Square Garden.

The sales organization is in charge of H. L. Lanphear, an old and experienced typewriter and adding machine man, for many years connected with the Monarch and other typewriter companies. The headquarters of the new machine is at 1010 Fisher building, Chicago. The incorporation and formation of the company has not yet been accomplished, but we understand that unlimited capital is behind the organization.

American Bankers on Office Appliances

Matter Is Discussed at the National Convention and Report Recommends More General Use of New Appliances As a Good Business Investment.

There are many points in favor of the use of cards or loose leaf ledgers in preference to the old-fashioned bound book, as, for instance:

1. Their great convenience in taking trial balances.
2. Their compactness, requiring little room.
3. The ease in posting daily transactions.
4. The elimination of all closed accounts, giving only the open accounts to handle and search through when looking for a given account.

The committee, however, realizes that, in the interest of conservatism, many bank officers are opposed to the system, and we would also advise a thorough examination into the whole matter before deciding to make a change from books to cards; we would also advise writing to some of the large banks now using cards for their experience and results; our replies from such have been uniformly satisfactory and even enthusiastic.

"As regards the danger of losing cards, our inquiries tend to show that this is but illusory. Experience has proved that no loss of cards has really been made; it is possible, however, that cards be misplaced and temporarily missing, and as regards this, a very simple method will enable one to duplicate a missing card in a short time by observing the following directions:

"Draft and deposit tickets, after being used for posting, should be filed away seriatim, according to their numbers; this requires but little daily additional work; should a card be misplaced, a duplicate card may be made for that account by starting with a deposit in accordance with the last trial balance, and posting to it the drafts and deposits made since that date, as will be readily found when the draft and deposit tickets are filed seriatim as above. A duplicate card can thus be made up accurately within a very short time.

"Ledger accounts, whether kept in books or cards, should be ruled and headed so as to practically be duplicates of the pass book.

"A balance column will be found desirable in addition to draft and deposit columns, for the pass book and card ledger as well as for the loose leaf book or for the book ledger; it is undoubtedly a great improvement on the old fashioned debit and credit columns. It checks mistakes, prevents overdrafts, supplies ready made balances, which may be consulted and compared at all times, and is of the greatest value when taking trial balances.

Regarding Card System.

"The card system for all bank work may be found advisable, we think, except in the case of the books of general account. The system is now generally used in the very great majority of savings banks throughout this country for signatures and index purposes, and may also be, and by many is, advantageously used for all records of loans, mortgage loans, fire insurance, etc.

"The committee recommends the use of cards or loose leaf books whenever practicable. A few banks having ledger cards take the depositors' signature at the head of these cards; for comparatively small banks this may prove useful in so far that the bookkeeper when posting withdrawal tickets will naturally compare the signatures, which will have a tendency to prevent posting to wrong accounts, and it may also prevent the possible fabrication of a fraudulent card.

Adding Machines Are Necessities.

"We find the use of these machines pretty nearly universal by the banks to which we sent inquiries. They are considered a necessity by many, having the advantage of speed, accuracy, neatness and economy. Nothing can be compared with them for the purpose of taking trial balances, especially for taking such balances at odd times. Of course, the size of the bank must determine this question, as these machines are expensive, but we should say that most banks with 5,000 accounts and over could use some kind of adding machine to advantage.

"Referring to the use of adding machines or other machinery the committee received the following letter from Charles Sprague, a former president of the savings bank section; the mechanism used by him is very ingenious and its description will no doubt prove of interest to our members:

"In reference to the question of an efficient check on the liabilities of a savings bank, which is the most difficult of the problems confronting us, I would call your attention to the double-entry mechanism in use in the Union Dime Savings Institution, treating it more extensively than I could in the blank submitted. Its object is to insure that the amounts entered in the pass books shall be identical with those entered in the books of the banks in amount and in total. Embezzlement in savings banks is almost invariably accomplished by entering in the pass book a correct amount, but accounting to the bank for only a part or none.

"The mechanism in question prints the amount of the transaction, with date, in the pass book; and simultaneously prints on a tape within the machine the same amount without a possibility of variation, and also the number of the account. As an additional safeguard it displays, through glass, a total register, increasing at each transaction. The total indicated by this register, minus the total at the beginning of the day, represents the day's transactions. For this amount the teller is responsible and he is charged therewith in triplicate: 1. The debt entry in the pass book, which the depositor may be trusted to verify. 2. The entries on the tape, which, when cut out and pasted in a book forms a journal of the amounts to be credited each depositor's account. 3. By the total over which the teller has no control, and which must be corroborated by the bookkeeper's work.

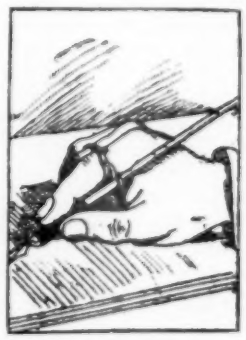
Thus, without the loss of a second's time, a mechanical check is imposed upon the teller's accuracy and honesty, and that by an inanimate machine incapable of corruption or conspiracy. All methods wherein a second clerk is brought in to check the work by comparison, re-recording or otherwise are subject to two defects, loss of time and the possibility of collusion. The time occupied is less than where the entry is made in extenso with the pen, and this time may be diminished by one-half when, in very busy times, teams of two work together, one handling the money and the other manipulating the machine.

Although our machines, being the first in use, were expensive, they have probably paid 10 per cent per annum on the cost. But this is not the most important advantage; the security from fraud and error and the ability to know the exact total of liabilities is worth far more. I hope that your committee will investigate this appliance or, if that is impracticable, will at least mention it as one of the features submitted.

GUIDE FOR PEN OR PENCIL.

Recent Invention Makes Nice Handwriting Easier of Accomplishment Than Formerly.

The correct method of holding a pen or pencil to acquire a nice handwriting is something that has been sought after by students and teachers of the art for a long time, but with little tanglible result. It is a well known fact that in order to acquire a neat hand it is necessary to master the art of holding the pen or pencil correctly, the balance of the accomplishment is comparatively easily learned. In order to bring about this result a great deal of practice has always been necessary, until an inventor hit upon a very simple scheme that makes it impossible to hold the pen incorrectly and at the same time aids very materially in producing nice work.



This device, as the illustration shows, consists of a ring that fits over one finger and around the next one. This way it is placed in a rigid position and cannot tilt. At the same time it has a tendency to hold the fingers straight and in position. The pen or pencil is grasped in the finger and thumb in the usual manner and the handle sits on the projection on the side of the ring. Thus the pen is guided in an absolutely correct position with the greatest possible ease, grace and accuracy.

In addition to aiding in producing neat work, this will greatly accelerate speed and will be found a great aid to writers who have a large amount of work to do or who desire to write very rapidly.

This device will be received with acclaim by teachers and students of handwriting and solves in a very large measure many of the difficulties met with in acquiring a good hand. With this device and a little care any one can train himself to use a pen gracefully and successfully, and no one needs to scrawl in lieu of handwriting, for this simple device removes the difficulties that have always stood in the way of acquiring a neat hand, and all that remains is for the user to guide his hand carefully over the sheet of paper on which the writing is to be done.

Universal Exposition of Office Requirements

Big German Business Show Proves to Be Marked Success and Many New Devices are Shown to the Public for the First Time.

BY HENRY GOLDMAN.

(Representing Office Appliances in Germany.)

The preparations for the "Universal Exposition of Office Requirements," to be held at Berlin from October 5 to October 20, 1907, are practically completed, and the executive committee reports a very satisfactory participation of German and foreign exhibitors. The German typewriter industry will be represented in full force, also the German manufacturers of calculating machines, and to these must be added the numerous branches of trade and manufacture directly or indirectly connected with office work or office improvements, which are embracing this opportunity to exhibit their products in order to extend and enlarge their business connections. Of foreign manufacturers the United States will, no doubt, be in the lead, being represented by a number of individual and collective exhibits, the Smith Premier Company and the Elliott-Fisher Company having reserved particularly large and prominent spaces in the Exposition Hall. The general manager of the latter company is expected to be in personal attendance. Other American typewriters will perhaps not be directly exhibited, but will be found in actual use in various exhibits. A larger amount of space has quite recently been taken by a number of British manufacturers, and applications have become so numerous that the management is now considering the advisability of reducing the aisles and open spaces to a possible minimum, consistent with safety.

Dealers From Everywhere.

The visits of dealers and consumers from all parts of Germany, Austria-Hungary, Switzerland, Denmark and other countries are announced, and the attendance of large numbers of visitors from this metropolis and neighboring cities is practically assured. The arrangements for conducting a series of typewriter contests have also been fully perfected, the prizes to be given by the management have been announced, and the rules, governing these contests, fashioned largely after American models, have been determined. Complete details can be obtained by addressing the executive committee. A number of meetings have been held by the manufacturers and representatives of calculating machines, with a view to establishing the rules governing the contemplated contests on these machines, but as yet no definite conclusions have been reached. The manufacturers of adding machines with listing attachments have taken no part whatever in these proceedings and the manufacturers of multiplying and dividing machines, in which industry Germany leads the nations of the world, containing nearly twenty different factories, have not yet come to any definite conclusions or agreements. The manufacturers of the Thomas system seem to be opposed to those of the Odhner system, of which the Brunsviga is the pronounced leader. The latter favor large or unlimited numbers, while the former desire to limit the examples to practical or daily requirements. There seems to be no sign that the opposing camps will come to an understanding among themselves, and the outcome will either be that the contests will have to be dropped entirely or, if the executive committee insists on carrying through the originally determined program it will have to cut the Gordian knot by making its own rules for the government of these contests, opening them to individuals and admitting everybody who complies with the rules determined by the committee. The greatest difficulty is being experienced on account of the variety of machines, and the variety of work to be accomplished by them, necessitating the division into a number of classes, a much more complicated problem than the arranging of a typewriter contest. The field of calculating machines is comparatively new and the conclusions arrived at are by no means as settled as those surrounding the utilization of the typewriter.

New Model Shown.

Grimme, Natalis & Co., the manufacturers of the "Brunsviga" are being represented by their general representative, Mr. B. Benas, one of the best known computing machine specialists of Europe, and also a member of the executive committee of the exposition. Mr. Muller will be in personal attendance at the exposition, exhibiting a new model of the Triumphator calculating machine, and also a new German listing machine, to be offered at the low price of about $100. Of the Thomas class the firm of Spitz & Co. will present for the first time the new model Unitas machine with double register, giving special advantages not possessed by any Thomas machine.

Another branch of industry which has attained considerable importance in Germany is the manufacture of copying machines. The Deutsche Maschinen Vertrieos Gesellschaft will present the "Victoria" in a very large and prominent exhibit. The Roneo Company will exhibit their Onowas (Without Water) copying machine, which employs the dry copying paper, introduced by the Frane Company of Paris. The Julius Post Company of Hamburg will exhibit their new model copying machine, constructed on the most advanced principles and possessing many points of advantage. Mr. Post is considered one of the highest authorities on paper and copying processes in Germany. The firm of H. Krandt will also exhibit a new copying machine, recently patented and perfected.

Then follow in importance the manifolding and duplicating devices, of which there are many on the European market, principally of German and English manufacture. The Roneo Duplicator will be also exhibited by the Roneo Company, being successfully introduced by Mr. Nate Mock, the director for Germany, a high grade American, who, however, has fully adapted himself to German methods and practices, and through his push and enterprise has secured the lead in this field of effort. Many smaller duplicating devices will also be shown.

Exhibit Office Specialties.

The Arithstyle Kommandit Gesellschaft will make a collective exhibit of office specialties, exhibiting the new model of their Arithstyle Arithmachine as "piece de resistance," but presenting also other interesting devices and appliances, particularly a full line of Bates numbering machines, Perry time stamps, envelope openers, pencil sharpeners, etc. They will also give prominence to the representation of office appliances at the exposition, hoping to add a goodly number of continental subscribers to the subscription list. The "Modern Office," an office quarterly, published in the German and English languages, will for the first time make its appearance at this exposition and will be presented to interested visitors. Mr. Henry Goldman will be in charge at this exhibit, pleased to meet and entertain his numerous friends.

American and German manufacturers of office furniture, letter files, card indexes, etc., will also make extensive exhibits. A new form of card indexes will be shown by the Grunwald Registrator Company. The manufacturers of typewriter supplies will be extensively represented. At the head of this industry in Germany stands the firm of Gunther Wagner of Hanover, possessing one of the most complete and modern manufacturing plants of continental Europe.

NEW MODEL NORICA TYPEWRITER RECENTLY PRODUCED IN GERMANY.

Blankbook manufacturers will also take part at this exposition, the largest firms of this line being located at Hanover, the Ebhardt & Konig Company and Edler & Krische. The former manufacture a complete line of loose leaf specialties, a rather new line in Germany.

It is impossible to mention the many small things and articles which will be on view at this exposition. Suffice it to say that the large hall of the exposition palace will be filled to overflowing. Altogether this exposition promises to prove a great success, and it is practically settled that it will be repeated during the coming year. With this year's experiences on hand, it is hoped that the complete harmony of competing interests will be re-established and that by the co-operation of these interests a much larger space will be required to accommodate all who desire to take part. In my next letter I will be able to report on the happenings of the exposition itself, the results of the typewriter and other contests, attendance, etc., all of which may prove of interest and value to your readers.

Being a Series of Little Visits by The Editor

PILGRIMAGES

By WESLEY A. STANGER

To Big Concerns in the Office Appliance World

Making Ribbons and Carbons

Being a Story of the Plant of the Miller-Bryant-Pierce Company at Aurora, Illinois, Telling Who They Are, What They Do and How.

Every office appliance dealer is interested in typewriter ribbons and carbon paper, yet very few of them know anything about the manufacture of these necessary adjuncts to the regular stock. The limit of the knowledge of the average dealer is that they are made and sold to produce a profit, that some give satisfaction and some do not, and the aim all of the time on the part of the dealer is to get the kind that does give satisfaction.

I had always supposed that Rochester was the alpha and omega of the typewriter ribbon and carbon business. Rochester has always been connected in my mind with this industry and I find that there are a great many more people just like I was until I was disillusioned. I now know that Rochester is the headquarters of more concerns doing business in this line than any other city and that this business had made Rochester famous, but now I know that there are ribbons and carbons made in the west.

Aurora, Illinois, is a beautiful little city, located on the banks of the Fox river. It is famous for its cleanliness, notwithstanding that the principal yards and round-house of the Chicago, Burlington and Quincy railroad are located there. It is a city set in surrounding prairie lands of Illinois and reminds one not a little of a beautiful diamond in a beautiful setting.

All around are rolling prairies, a beautiful winding river with a swift current, eddying pools, miniature cataracts and beautiful groves. These natural beauties form the setting for this gem, and the people who live in Aurora believe in maintaining its present and natural beauty. If it is possible for man to improve on nature, man has done it in Aurora, and while it is a busy town with busy streets and everything that goes to make up a thriving city, it is, withal, modest. Aurora does not shout her own beauties and advantages from the house-tops, although she possesses a goodly number of them.

It is no wonder that Aurora is a wealthy, busy town and that it has been chosen as the home of a number of large industries. She has everything to make her a progressive and successful little city. The river provides water power. The many railroad tracks provide shipping and travelling facilities, two telephone companies keep her in touch with all of the outside world. The numerous interurban electric railroads that terminate in her streets put her in close personal touch with all that surrounds, and there is located the home of the Miller-Bryant-Pierce Company, manufacturers of typewriter ribbons and carbons, who, are making Aurora as famous in the west for this industry as Rochester is in the east.

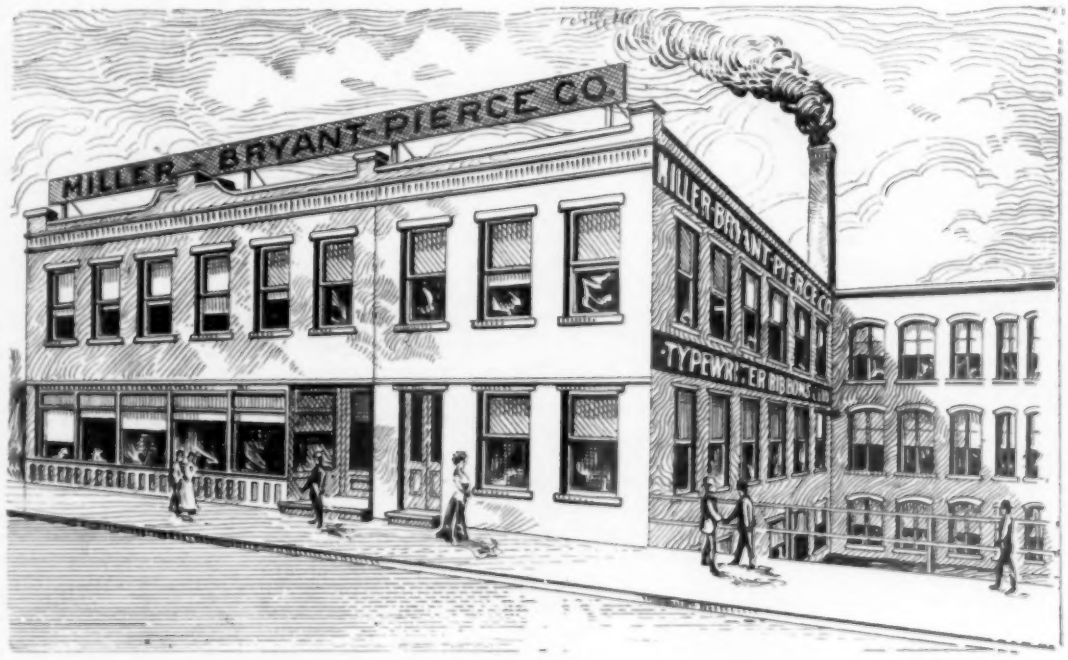
Factory on the River.

The interesting and ever busy factory of this firm is located right on the river bank. In high water the little waves wash the foundation stones of the building, and a big bridge leads from the entrance to the other side of town. A most beautiful view of the river is obtainable from the office window and a better one can be gained by stepping to the center of the bridge and looking either way. The building is of brick and in general appearance is not at all unlike a great many other factory buildings, the characteristics of which are familiar to everyone. The outside is uninteresting, further than that it houses the home of this progressive young manufacturing concern.

Conjure up in your mind, if your imagination will permit you to, a thoroughly inked typewriter ribbon, fastened on the top of the tower of London, etxending down the channel and across the sea and tied firmly to the torch in the hand of the Statue of Liberty in New York harbor. From here stretch your imagination along the Pennsylvania railroad to Philadelphia and Pittsburg, across the open country to the top of the Masonic Temple in Chicago, then swing around a little to the north and follow this ribbon to the top of the Mormon Temple at Salt Lake City, Utah, then swing south again across the Rockies until the other end of the ribbon is safely fastened to the dome on the Call building in San Francisco.

If you have followed this typewriter ribbon all this distance and can imagine what an extent it is, what an enormous stretch it covers, you have a perfect picture of the combined length of typewriter ribbons that this Aurora factory turns out in a single year. Now for another picture equally as startling and equally interesting:

Take down your map of the world and locate Australia. You will find that a large portion of this island-continent has never been explored and no one knows what is in the interior. You will find that the unexplored part is greater than the known part. Now make a picture of every bit of the known part



covered completely with a huge sheet of carbon paper, every foot of it marked "M. B. P. Co.," and you have some idea of what this plant is turning out of this product every six months. Now take half of the unexplored part of Australia and add that to the known part and cover that with carbon paper and you have an exact picture of the product of this one factory in one year, and remember that the output is increasing very fast at that,

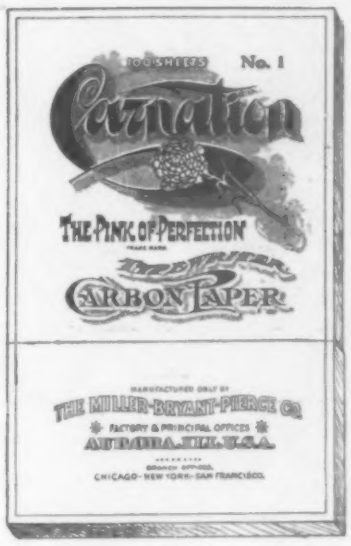
H. R. HOLDEN.

and before long if they keep on the rate they are going now, they will be able to cover up the balance of the unexplored part.

Inside a Busy Place.

Inside of the plants is heard the hum of many wheels and the indications of progress and factory work. Entrance is gained by a door right near the approach to the river bridge, and a high desk with a wire fence around it is the first glimpse you get of what is inside. Behind this is a young lady who inquires what you want. I wanted to see Mr. Holden the secretary, so she took my card and lead me around behind the high desk to a neat little office right on the river's edge. Here I met the man who sees that things are carried out according to the methods that will produce the best material and make the most money for the firm.

H. R. Holden is not a very large man physically, but that has nothing to do with his brain power. He greeted me hurriedly, but



politely told me to find a chair and sit down. I followed and before I got seated he began to talk. He has a lot of work to do and can't waste any time. I got into the swing at once and as soon as there was a lull, I began. The interview lasted a very few minutes and we were ready for the rest of the work in hand.

While he talked to me he had several calls from the outside, his telephones kept up a constant tattoo, but he never flinched and everything was carried off with the greatest ease and dispatch I have ever seen. He is a man that impresses a visitor and makes a good impression for the business he heads. His manner is business-like and every move denotes an active brain and a hustling disposition. If he did not hustle, the plant would never turn out those miles and miles of typewriter ribbons every year.

Secret Prccess of Manufacture.

He explained to me that a great deal of the

S. EUGENE MILLER.

work in connection with the manufacture of typewriter ribbons and carbons was a secret. That every manufacturer had his own pet secrets and that he had his. He said that the outside world was never let into these secrets and that the success of any firm consisted in keeping these hidden and in putting

CREDIT DEPARTMENT AND GENERAL OFFICES.

CORNER IN THE STOCK ROOM.

out the right kind of goods. He is doing both mighty successfully.

Very soon we began a hurried survey of the factory. The first place we visited was the shipping room. This was a busy place and piled high with boxes ready to go out and more ready to come in. The clerk was working as though some one was after him and he didn't want to be caught, and if speed counts, he hasn't been caught yet.

It appears that when the company began to spread out, they had only two ways to go. Either they had to go straight up in the air or they had to expand on one side. They did both. The result is that they experience some difficulty in getting from one end of the factory to the other, but this will all be done away with when they get their new building completed that they are figuring on now.

Next we went upstairs and saw men busily engaged mixing colors and grinding out the fine ingredients that go into the making of the products. This was a very interesting process, and adjoining the room where this was progressing was the laboratory where the dark secrets of the firm are forever hidden from prying eyes. I took a peep inside, but I did not learn any of the secrets. All I could see was a lot of retorts, pails, barrels, cans, graduates and chemical apparatus and a man squinting through a glass tube at something that looked like port wine that had spoiled. We hurried away from here, and I next saw the process of inking the ribbons and covering the carbons.

Immense rollers working automatically and feeding themselves were the principle parts of this machinery. They worked rapidly and incessantly, the result was finished product when they had completed their mission. In another section of the room were other automatic machines tended by girls that were unreeling ribbons for all makes of typewriters according to length and width. The snip of a pair of sharp scissors marked the beginning of one spool and the ending of another and the "snipping" was going merrily on when we went to another section of the plant.

Thousands of Tin Cans.

Here is where I saw more tin cans that I thought were in the universe. What a paradise for the bad village boy and the village tramp dog. Here were possibilities for strings of tin cans that would reach from Washington's monument to the Chicago river, and still enough left to supply the typewriter ribbon trade for a time besides. Ten thousand dollars is a lot of money at any time, but it certainly looks like more when it is tied up

ROYAL H. GRAVES.

in tin cans, and that was what I saw in this room—$10,000 worth of typewriter ribbon boxes, all stamped and ready to receive ribbons.

Near this was the stock of paper and ribbons before they are made into finished product. Here I learned something about American manufacturers that I did not know before and that I did not believe until I was convinced. I found that the material that the ribbons and carbons are made from is all imported from Germany, that while American firms can make the goods they are not sufficiently careful to bring them up to grade, and consequently the American ribbon and carbon manufacturer has to buy German paper and German cloth to turn out American ribbons and carbons, that when completed, go back to Germany as strictly American products and sell for a higher price and give better satisfaction than anything produced at home.

Barrels, boxes, bottles, cans and packages were everywhere. These represented goods not made, goods in the making and goods completed. The plant was filled and every foot of floor and shelf space was used. Nothing was wasted and the busy aspect of the place was impressive and gave good evidence of the manner in which this concern turns out so much material every year.

History of Firm.

The Miller-Bryant-Pierce Co. started in business in January, 1896, in a small, frame building in Aurora, Illinois. There were two rooms and a working force of a half dozen people. Today the company employs sixty hands, occupies a large, brick factory on the banks of the Fox river and is one of Aurora's best manufacturing industries, and is incorporated for $250,000.

Mr. S. E. Miller, the president and treasurer, was the founder of the business and for the first three or four years gave his services to the formulae, the mixing of the ingredients, and the manufacture of the typewriter ribbons and carbon papers. To his application and diligent efforts to the business in former years, and his continued close supervision of the factory at the present time, together with studied experiments, is due the great success of the business in general and the high quality of goods produced.

About four years ago, the present secretary, Mr. H. R. Holden, purchased the interest of Mr. Pierce and has attended to the sales, the correspondence and general office work.

R. H. Graves is their sales manager and

WHERE RAW MATERIAL IS CARRIED.

AUDITING AND ACCOUNTING DEPARTMENTS.

has charge of all sales and salesmen. He himself makes all of the larger cities of the world.

Doing business all over the world, carrying thousands of accounts, the Miller-Bryant-Pierce Co. found it necessary a few years ago, to organize a credit department, at the head of which is Mr. C. M. James, manager.

Their factory and office is organized in a thorough, systematic manner, thus giving their patrons advantage of exceptional service. This concern is practically the only manufacturer of ribbons and carbon papers in the west and with their specialty of first-class service, quick shipments and courteous treatment, coupled with the exceptional high quality of their goods, have built up their lines very extensively with the trade. They are one of the few manufacturing concerns in their line, who manufacture for the trade only and will not sell to the consumer. Their factory is a large one, having a floor space of 15,000 square feet. Their machinery includes every mechanical appliance (some of their own devising), and is the most complete, comprehensive and model of its kind in the world.

New Catalog is Out.

They have just issued a new and interesting catalog which lists and describes all of their products. It is a fine piece of work and is a sample of something else that Aurora can produce.

A new brand of ribbons and carbons have just left their factory and it is a brand they are especially proud of. They have called it "Carnation Brand," and claim that it is truly

CHICAGO OFFICE IN MONADNOCK BLOCK.

the "Pink of Perfection." Besides this they make and sell a number of different brands and their business extends to every part of the globe where typewriters are used. The sales manager, Mr. Graves, has just completed a tour of the world and has placed their goods in every country on the continent as well as in England and her dependencies.

The Chicago office of the concern is in the Monadnock building at the corner of Jackson boulevard and Dearborn street, and Van Buren streets. This is presided over by a brother of Mr. Holden, the secretary, and is the place where the city trade is supplied.

TYPEWRITERS WITH WORDS.

A new typewriter will soon be put on the market which will write a complete word at one stroke. This does not mean that every word in the language will be printed so easily. Only twenty-two short words, most commonly used in correspondence, have been chosen, and they will be indicated on the keyboard like individual letters.

New Zealand Heard From

Interesting Letter Is Received From Island Provinces Telling of Advancements of Office Appliance Business There.

Wellington, New Zealand, Aug. 20, 1907.

The Editor, Office Appliances.

Sir: Your June number to hand appears to excel even its predecessors in general newsiness and get-up, which is saying a good deal. I find your magazine very valuable and feel that your efforts to develop American trade must be highly appreciated in the states. The recent determination in Australia and New Zealand, however, to handicap your manufacturers, in common with those of other countries outside the British Empire, by means of the tariff, will not be pleasing news to you, while in face of your own high tariff policy you will find it inconsistent to make a protest. Typewriters, hitherto free in this dominion, when imported from countries outside of Britain, will carry an impost of 10 per cent, while cash registers will bear a duty of 20 per cent after March 31, unless our parliament, now sitting, vetoes the tariff proposals of the government. Considering that New Zealand has a population of less than a million, including Maoris, she uses a very large number of typewriters, and I do not think the duty will have any material effect on the sale of them. A few months ago you printed a very fair article—evidently written by a visitor here—giving particulars of the machines most in favor in different parts of this state, and I was sorry to see by your June number that a person signing himself "Your Most Enthusiastic Reader," under cover of a congratulatory letter headed "Correcting Foreign News in the Typewriter Man's Bible," deluded you by misleading statements in an evident attempt to boost a certain typewriter company, at the expense of more influential concerns. As you preface the letter with a statement that "The following letter is printed as received from our subscriber at Auckland," you fortunately took no responsibility for the inaccuracies, the object of which it is hard to divine, seeing that opinion formed in America as to the position of a firm here can have little effect on our local trade. As your first correspondent, who is unknown to me, led you correctly to infer, the three most popular machines in use in New Zealand are the Bar-Lock, Yost and Remington. They were the first in this market and today are still the most largely used. Any statements to the contrary are absolutely misleading. The government departments use the Bar-Lock in the proportion of about three to one, the next in favor being the Yost and then the Remington. An odd machine here and there of another make may be seen if diligently inquired for. The Parliamentary Hansard staff, which formerly used Yosts, now use Bar-Locks almost exclusively, while the two houses of the legislature use about forty as compared with ten Yosts and two Remingtons. No other makes are used there. The Bar-Lock is used in every court of justice in the dominion and is the standard of the justice department, which has purchased some seventy machines. This make was chosen by the judges after test and examination on account of its comparatively silent action and visible writing. A good deal of the evidence in our principal courts is taken direct on the typewriter by the judge's secretaries, the machines being enclosed in green baize boxes, with glass tops, to minimize the clicking sound. Evidence taken under such conditions induces very fast writing, because as a rule examining counsel do not give the typist much time to get the statements down, and the typist has to write for dear life at times to keep up Three copies are generally taken, which are handed sheet by sheet as written to the presiding judge, who keeps one copy for himself, marks the important passages in the evidence, and gives his summing-up and decision from the typewritten notes. In Wellington the court reporter, Mr. H. E. Le Grove, is frequently called upon to write at considerably over 100 words per minute—a rate which only strenuous work of the kind for long periods of time could develop. Mr. Sydney Stott, the Australian agent of the Remington, who was recently over here, expressed himself as amazed at the speed attained. Needless to say this has been a great factor in the success of the Bar-Lock in this country, particularly amongst the lawyers, about 80 per cent of whom in Wellington use this machine. Naturally, the general success of this machine, which is represented in every township of the dominion worthy of the name, has provoked much jealousy amongst rival typewriter dealers, and may account for the jaundiced production of "Your Most Enthusiastic Reader" in the interests of a concern which has only recently taken up a new machine. The latter machine may have a future, as may any other of the visible writers now being placed on this market, but it is certainly a little too early to speak of that yet, and its sales are not likely to be aided by inferentially disparaging remarks concerning other machines which have a firm hold on this market. No one knows better than your readers how difficult it is to get a new typewriter firmly established, and if the Bar-Lock, Yost and Remington are to be displaced by any of the many new aspirants for public favor it will only be after many years of laborious work and large expenditure of money. While this is happening, moreover, as may be gathered from past experience in the matter of improvements, the people behind the Bar-Lock at least are scarcely likely to fall asleep.

Yours, etc. Typo.

"MODERN PENMANSHIP."

A Guide to Various Styles of Penmanship, Helpful to Any Person Desirous of Mastering This Art.

C. L. Ricketts has just produced a work that deals with penmanship in all of its phases, and which takes up the various styles of long hand writing. It is a guide book to penmanship and will be found very helpful to persons who desire to master the art or who desire to improve their handwriting. In addition to lessons in penmanship it contains some very valuable lessons in lettering and producing window cards, as well as fancy pen work. It is a book that will undoubtedly sell well over the counter and should be in the hands of every school teacher, bookkeeper or any other person interested in penmanship. It is nicely bound and will be found very helpful in its sphere.

Office Appliance Exhibits at Jamestown

Description of a Few of the Ideas to Be Seen at the Great Show That Is Attracting World Wide Attention and Which Closes Very Soon.

BY H. CHAPMAN WILLIAMS.

(Special Correspondence of Office Appliances.)

The number of office appliance exhibits at the Jamestown Exposition is rather limited, but those enterprising firms which have taken space in the Manufacturers and Liberal Arts Building have fitted up neat booths and are making a most creditable showing.

One of the most artistic and attractive booths in this building is that of the Underwood Typewriter Company. This booth is situated in the center of the Manufacturers and Liberal Arts Building, and occupies a space of 900 square feet. In general outline the booth resembles somewhat an East Indian Temple, consisting as it does of a large dome supported by four immense pillars, all of cathedral glass, set in a beautiful design and illuminated from the inside by over 350 electric lights. The floor is covered with expensive rugs, and all of the furniture is of solid mahogany.

A leading feature of this exhibit is the electric self-writing machines. These machines occupy prominent positions on three sides of the booth, and continually attract and mystify the public. At the other side of the booth Miss Rose L. Fritz, the world's champion typist, gives exhibitions of speed writing, both from copy and blind-folded from dictation.

In addition to the letter writing machine is shown the condensed billing and retail bill and charge machines and the Underwood revolving duplicator. Visitors to the Underwood booth are delightfully entertained by Mrs. J. Clifford Kennedy. W. A. Wheeler is the manager of the exhibit. Other attaches are Miss Etta Sharp and L. A. Wernery.

This attractive exhibit was arranged by S. T. Smith.

The McCaskey Register Company of Alliance, Ohio, is exhibiting at its booth, No. 115, section 8, its "One Writing System" of bookkeeping.

By the use of this system in any line of business, the day book, journal and ledger are eliminated, and, it is claimed, the chances of making mistakes are thereby reduced to a minimum. There are but four transactions which can occur in any business, viz:—a sale may be made for cash, a sale may be made on credit, money may be paid out and money may be received on account, all of which may be handled by means of this system with but one writing, thereby insuring speed and accuracy.

Miscellaneous or petty charges, which so often go uncharged, are easily and surely accounted for when this system is used and all of them may be seen at a glance, which feature is another of the desirable features claimed for this system.

Machines adaptable to any line of business are on exhibition, and D. M. Lasley, manager of the exhibit, takes great pleasure in explaining the many advantages of the McCaskey to any one who is keeping books in the old way.

The York Safe and Lock Company, of York, Pennsylvania, has a fine exhibit in this building, occupying a space in the interior court, 20x34 feet in size.

Their display shows several large bank chests with time locks and automatics, with round and square doors, safe deposit boxes, fireproof safes, with steel chests, and vault doors. The novelty of this exhibit is an ancient safe taken from the United States frigate Cumberland after the Civil War. The Cumberland was sunk by the Merrimac in Hampton Roads March 8, 1862, and was not raised until the close of the war.

The exhibit is in charge of W. J. Smith, W. D. Roberts and A. B. Chewning, who take pleasure in showing the visitors through and explaining the good features of the York product. They expect to have on exhibition soon a fourteen-ton vestibule door.

Big Phonograph Exhibit.

In an expensive booth, finished very artistically in mahogany and gold, the dome of which supports the figure of Columbia, designed and finished by the noted sculptor, Gerardi, the Columbia Phonograph Company has an exhibit which shows among other things a complete line of commercial graphophones, the modern dictating machine which will record and reproduce dictation at any hour of the day or night. A most convenient time and labor saving device, and a valuable adjunct to the office equipment of Mr. Busyman.

The National Cash Register Company, of Dayton, Ohio, is represented in the Manufacturers and Liberal Arts Building by a most attractive and edifying exhibit, calculated to interest all classes of exposition visitors. The window displays attract crowds by means of the novel and puzzling problem presented. The colored transparencies, illustrating the factory and its methods, are next in line.

There is a line of registers, illustrating in a clear and graphic manner, the development of the machine, from the year 1879, when the cash register was invented, to the present time. These machines are arranged along the sides of a booth or auditorium, a beautiful structure of the Georgian style of architecture, which stands in the center of the space. Above the main entrance to this auditorium are set two panel bas-reliefs. One pictures John Smith trading with the Indians, beneath which is the inscription, "Trading in 1607." The other illustrates a mercantile transaction of to-day, with the most improved cash register in use and "Trading in 1907" is the inscription beneath this design.

Inside the auditorium a lecture, illustrated with stereopticon and motion pictures, entertains the visitor. This lecture deals with the ideal conditions and methods prevailing in the workshops of this large manufacturing concern.

The L. E. Waterman Company has a novel booth in section 1 of the interior court, showing a full line of Waterman Ideal Fountain pens and accessories. Here also will be found a working exhibit, demonstrating the careful making of parts, the time taken in adjusting the spoon feed to the solid gold pen, the purity of materials used, and many of the details that enter into the manufacture of the pen which has become a practical necessity in every modern office.

The four posts supporting the roof of the booth are giant pens, twenty feet high, made of wood and nickel, representing the firm's filigree pen. The central dome of the booth is of leaded glass, done in a mosaic effect, and is partially a reproduction of the company's trade mark, representing the northern half of the earth's surface. The color tone of the booth is green, heavy green velvet draperies being used to good effect, and the floor being laid with carpets of the same shade of green. The tables, divans, chairs and cabinets are of Flemish oak, with the chairs and divans upholstered in real leather.

R. S. Eagles is the manager of the exhibit, and he extends a cordial welcome to all visitors.

UNDERWOOD EXHIBIT AT JAMESTOWN.

One of the most beautiful and artistic exhibits at the Jamestown Exposition is that of the Underwood Typewriter. It occupies a very prominent position in the Liberal Arts Building and has attracted considerable attention ever since the affair opened to the public. The cut gives a fair idea of the appearance of the exhibit, but the beauty of it at night can only be imagined. There are 400 electric lights in and about it to give it a splendid appearance and when these were all turned on they very materially added to the beauty of it.

The lower part of each pedestal is mosaic tile, the upper portion is composed of opalescent glass of varied colors, and artistic designs. The iron framework of the booth without accessories weighs 7 tons. Through the dome, around the cornices and within the columns are electric lights, and when these are illuminated, the general effect is gorgeous and fairylike.

At the four corners of the platform are lofty standards each topped with a huge glass globe. These standards harmonize with the rest of the structure and are made of opalescent glass colored so as to form pleasing designs. Of course these are transparent and as they are at least 10 feet high they add materially to the general beautiful effect.

The floor of the booth is reached by two steps which run the whole length and sides of the building. In this respect it is the highest in the Exposition. The floor is covered with a bright red velvet moquette carpet. The furniture is all mahogany, which adds to the general richness of appearance.

On three sides are mosaic pedestals illuminated like the others on which are placed Underwood Typewriters operated by electricity, all simultaneously, similar to those in the show windows of the Underwood in New York. The other side is reserved for a desk for Miss Fritz, the famous Touch Typewriter operator, where daily she gives demonstrations of her ability in speed writing. Mahogany pedestals are utilized for displaying the different styles of machines manufactured by the Underwood Typewriter Co.

Mr. W. A. Wheeler is in charge of the exhibit, assisted by Mrs. Ella Kennedy.

To Aid in Voice Writing

New Edison Patent Makes It Possible to Correct Errors and Make Changes in Matter Dictated on the Business Phonograph.

One of the difficulties that has been encountered in the past by the users of the business phonograph has been in the matter of making errors or the dictation of matter that the writer wishes to change after it has been recorded on the wax cylinder with no chance to make a correction.

Ever since Edison first invented this wonderful voice writing machine he has been at work trying to discover a way to make corrections at the time the dictation was given the machine, and a new patent that has just been issued, solves the problem in every detail and makes it possible not only to dictate letters but legal briefs, manuscripts and all sorts of matter to the phonograph, and with one dictation produce a perfect copy.

This new invention is described in detail in the patent record, from which the following matter is taken, and shows how effectively this simple scheme will work and what a great aid it will be in using the phonograph for business purposes.

Inventor's Description.

"My invention relates to memorandum sheets adapted for use in connection with commercial talking machines of the type wherein the position of the recorder or reproducer with respect to the blank or record is indicated by means of a scale and pointer, (see patent to Weber and Hibbard, No. 772,-485, dated October 18, 1904) and my object is to provide a memorandum sheet by which convenient and comprehensible instructions may be given to the transcriber as to the condition of the dictated work.

"Broadly speaking, the invention consists of a sheet carrying the representation of a scale corresponding to that of the talking machine, and preferably with a blank space of sufficient to permit pencil or other memoranda to be jotted down, directing the attention of the transcriber to the condition of the dictated work in its relation to said scale, all as will more fully hereinafter be pointed out and claimed.

"In the accompanying drawing, forming a part hereof, I will illustrate my improved memorandum sheet, with indicia thereon, by which the transcriber will be informed as to the particular point on the record where dictated matter was commenced and to which the sheet is supposed to apply, and also, that mistakes in dictation were made therein in three places, and finally, where such mistakes occur on the record, so as to be avoided in the transcribing.

Certain Scale Arrangement.

"The sheet 1 is of any suitable size, proportions and character, either of cardboard or paper, and carries the representation 2 of the scale on the talking machine, though not necessarily of the same dimensions. The sheet may also contain printed matter as shown, indicating its nature, its use, information as to the identity of the persons dictating and transcribing, and the times of such dictation and transcription, though this printed matter is not important and may be widely varied.

"Preferably, sufficient space is allowed below or otherwise adjacent to the scale, to permit memoranda to be jotted down for the further guidance of the transcriber, as for instance, that certain dictated matter occurring at any point of the scale is not to be transcribed, that certain words or phrases are to be substituted for dictated matter, etc. In its simplest form, however, the invention consists of a memorandum sheet carrying the representation of the scale of a talking machine, essentially as shown. In use the person dictating a letter, for example, indicates on the sheet by "X" in pencil, where the particular matter to which the sheet applies is commenced, as shown. There may be other dictated letters on the same cylinder, but by the use of the sheet the particular letter to be transcribed will be exactly located. In dictating, a mistake is supposed to be made when

SHOWING BUSINESS PHONOGRAPH IN USE.

the pointer of the talking machine indicates 15.

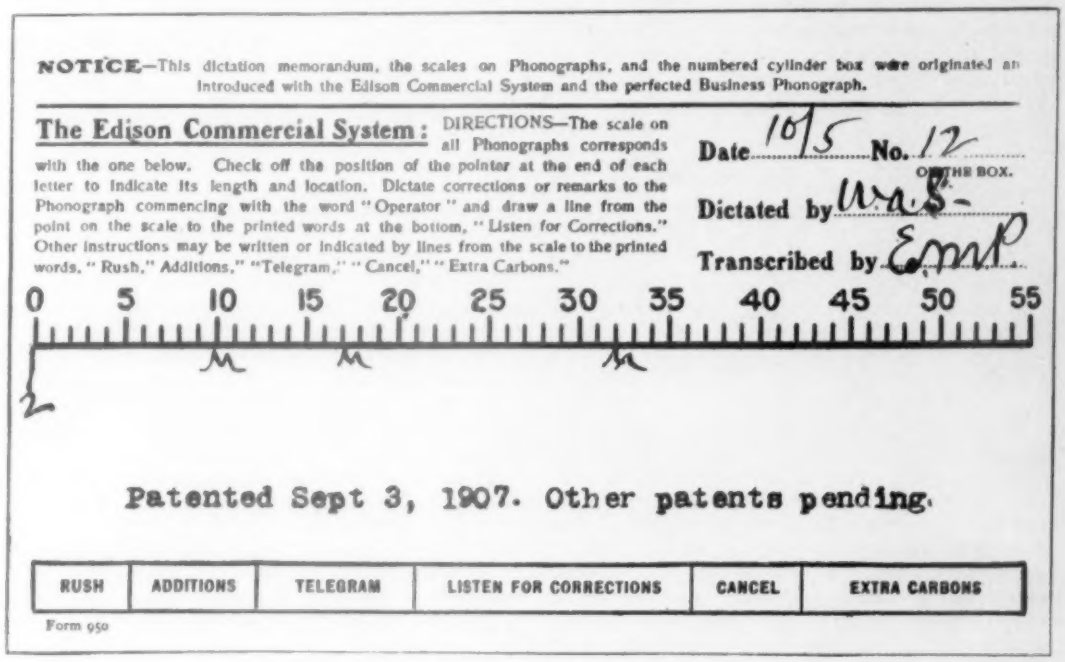
"The dictator marks an "M" on the sheet, and makes the desired correction on the talking machine. Other mistakes are supposed to be made at 27 and 35, and are indicated on the sheet in the same way. When the record in question is to be transcribed on the typewriter, for example, the operator has before him the corresponding memorandum sheet. He is immediately informed that the letter begins at 6, and starts his reproducer at that point without having to experiment to find out. He also knows that mistakes are to be expected at the points 15, 27 and 35 and is accordingly on the lookout for them, and makes the desired corrections.

"By providing the sheet with a scale as explained, the operator has a much better and more vivid impression as to the location of errors, etc., in the dictated work than would be conveyed by written instructions, while at the same time the convenience of the person dictating is enormously increased. Actual experience has demonstrated that by the use of my improved memorandum sheets, the operation of commercial talking machines, both in dictation and transcription will be materially facilitated.

"Having now described my invention, what I claim as new therein and desire to secure by letters patent is:

"1. A dictation memorandum for talking machines, comprising a sheet carrying the representation of the scale of the talking machine, and properly designated spaces for entering data identifying the talking machine record and persons using the same, and having a blank space at that side of the representation of the scale whereon the subdivisions of the scale appear, substantially as set forth.

"2. A dictation memorandum for talking machines comprising a sheet carrying a representation of the scale of the talking machine, and a printed reference to said talking machine scale within the said representation thereof, and having at one side of the said representation properly designated spaces for entering data identifying the talking machine cylinder, the person dictating and the person transcribing and having a blank space at the opposite side of the representation of the scale, whereon the subdivisions of the scale appear, substantially as set forth."



NOTICE—This dictation memorandum, the scales on Phonographs, and the numbered cylinder box were originated an introduced with the Edison Commercial System and the perfected Business Phonograph.

The Edison Commercial System: DIRECTIONS—The scale on all Phonographs corresponds with the one below. Check off the position of the pointer at the end of each letter to indicate its length and location. Dictate corrections or remarks to the Phonograph commencing with the word "Operator" and draw a line from the point on the scale to the printed words at the bottom, "Listen for Corrections." Other instructions may be written or indicated by lines from the scale to the printed words, "Rush," Additions," "Telegram," "Cancel," "Extra Carbons."

Date 10/5 No. 12 ON THE BOX.

Dictated by W.A.S.

Transcribed by E.M.P.

Patented Sept 3, 1907. Other patents pending.

RUSH	ADDITIONS	TELEGRAM	LISTEN FOR CORRECTIONS	CANCEL	EXTRA CARBONS

Form 950

EDISON'S NEWLY PATENTED SCHEME.

Selling Typewriters to Telegraph Operators

Business of Large Proportions Has Been Built Up Around the Demand Created by Operators Who To-Day Are Striking Because They Want Their Machines Furnished.

BY J. M. PRICE.

Strikes usually cost the general public more than they accomplish for either employer or employe and no matter how successful either side may appear to be when the affairs are settled, the result invariably is that the loss sustained all around is heavier than the struggle was worth. The present telegraphers' strike, while it is affecting the general public greatly, is causing consternation in one line of business particularly, about which little is known by readers generally, and this is among the second hand typewriter dealers who sell machines, or "mills," as the operators call them, to the men and women who work the keys.

There is a distinct line of business in which there are hundreds of men engaged and which caters strictly to the telegraph operators' typewriter trade. Every large city has from one to half a dozen "Telegraph Typewriter Exchanges" where operators buy their machines, where they borrow money on them when they are "broke" and where this class of consumers is looked after exclusively.

When typewriters first began to come into general use, some of the more progressive and ambitious operators learned how to manipulate them. The result was that they were noticed by their superiors and the practice was encouraged. Finally, in order to spur the operators on, the companies offered an extra bonus of five dollars a month additional pay to operators who would use typewriters. This was seized by many of them as an opportunity not to be missed. They could see that in a few months the typewriter would be paid for, and then the raise would be a permanent addition to the income.

When this offer was made to the operators there were certain second hand typewriter dealers who saw a chance to make some money. The result was the opening of several of these exchanges in the various cities. In most cases the dealers were men who had been connected with one typewriter company or another and who understood repairs. Later telegraph operators took up the work finding that there was profit in it and so the business has grown until now there are thousands of dollars invested in it and a great many men employed.

Little Doing Since Strike.

Since the strike first broke out there has been little doing in the sale of typewriters to operators and the men who have money tied up in these concerns are anxiously waiting to learn the result. If the companies concede to the strikers' demand they will have to quit business or turn to other fields of labor, and consequently it means much to them. Of course, while the operators are their friends and customers, yet if the operators win their business is lost, so it is to their interest to have the companies triumph over the men.

The way these men work their business is interesting. They acquire old typewriters in various ways. Sometimes they make friends with typewriter salesmen for the big companies and agree to take all of the exchanges off of their hands at as large an allowance as they can make. Thus they gather in quite a number of fairly good machines. Another way is to attend auction sales and particularly auction sales held by the typewriter companies who take this means of disposing of old typewriters of all makes. They will bid in a whole consignment of them, numbering several hundred some times. From this miscellaneous collection they select the best ones and take those that are in the worst shape and take them apart. All parts are sorted out and kept for future use so that when it is necessary to repair a machine they have the parts to do it with.

After the machines are all sorted out and the good ones put in condition, they place them up for sale. The usual method is to find an ambitious operator and offer him a commission on all the prospects he turns in that are closed. The owner of the business or a solicitor traces up all of the prospects thus gleaned, and makes the sales. The man who gave the original tip and the dealer each puts away a nice profit for the dealer almost always doubles the cost of the machine and in many cases gets even more than that. The average cost of old typewriters gathered in this way is from $10 to $15 and when the dealer is through with the best ones and they are ready for sale, the prices run from $25 to $65.

Machines Also Rented.

Another way of disposing of them is to require a payment of five or ten dollars and then rent the machines. At the end of a six month period the machines are sold to the rentor and the rent is applied on the purchase price. This makes it easy for the operator to own a machine and this is the way the majority of them are sold. Men engaged in this business usually do not solocit outside business, they leave this for the other dealers who occupy first floor stores and advertise their business. Operators steer clear of the regular dealer and will invariably patronize one of the "Telegrapher's Exchanges," for here they feel that they get better treatment and better bargains. Besides this, operators move around a great deal and there are other inducements to cause them to stick to these special dealers.

After an operator has bought a machine at one of these special exchanges he may find that he is forced to move. He loses his job or gets a better one somewhere else. Owing to the fact that the pay of the average operator is small he seldom has any ready money with which to defray moving expenses or railroad fare. Here is where the owner of the exchange makes another profit. The operator goes to him with his story. The dealer takes the machine and advances him half what he originally charged, provided the machine has not been out too long, and then charges something for the loan. The sum is not large and the operators are fairly treated, and they know they can get the machines when they call for them and take up the loan, or else they can get another equally good. The operator gets his cash and the dealer gets the machine. If he has a renting business, out the machine goes and he reaps another profit. When the operator sends for the machine it is shipped to him, and is in good repair, for the dealer always looks to this as it also means another profit and a thorough understanding is always had with the operator regarding it.

If the telegraph companies decide to furnish the men typewriters it will very materially interfere with this business, and the dealers engaged in this traffic will suffer accordingly. At the same time the operators will be deprived of the opportunity they have always enjoyed of being able to raise a little ready money whenever they want it, for dealers never refuse to lend money on typewriters even when they are in use, for when the operator makes a loan on his machine and still retains it, he is required to pay rental until the loan is taken up.

HOLDS PENCILS SECURELY.

Small Device for Pocket Will Result in the Saving a Great Deal in Preventing the Loss of Pencils.

How to keep a pencil and always have it where it can be found when needed is a question that has bothered every business man since pencils were first invented. The result has been a large number of ideas have been put on the market to surmount this difficulty and while some have proved more or less satisfactory, they have been eventually abandoned for some reason or other. Almost every man uses his vest pocket as a receptacle for his pencils, and the result is that he has no end of trouble. The pencils are always being lost out and in addition to this the sharp points keep him in a nervous state all of the time by reason of the fact that they tear holes in the pocket lining.

A man away out in Idaho has had his head working on the solution of this problem for some time, with the result that he has evolved an idea that promises to overcome to a very large extent the difficulties encountered in using many of the devices now sold for this purpose, and at the same time give the average business man some degree of mind ease in the use of it.

This device, as the illustration shows, is very simple, and fastens on the outside of the vest. It consists of a plate having a holder at the lower end for the pencil points, preventing them from working through or getting broken. At the top are springs for engaging the pencils and holding them in place so that they cannot fall out or be too easily removed. The pencils are thus kept in a secure place, where they are very easily reached when needed, and the result will be a great saving in pencils and tempers. This invention should be received with a great deal of enthusiasm, for it solves a much mooted question in the minds of business men of to-day.

Vanity will continue to flourish as long as it is able to feed on itself.

Typewriter Trust Story Fake

Heads of Big Companies Strenuously Deny That There is a Movement on Foot to Tie Up All of the Present Make of Machines Under One Head.

Apropos of the present rumor of the formation of a new typewriter trust, the New York Herald recently contained a long article giving the alleged facts in the case in which it stated that an immense aggregation of capital under the control of a syndicate at the head of which was Allan A. Ryan, president of the Royal Typewriter, had been formed to take over all of the typewriter companies in the country.

While the rumor has been spread far and wide and similar articles were printed throughout the country, yet the heads of the big typewriter companies deny most strenuously the fact that they are a party to such a deal and maintain that there is no intention on the part of the present companies to combine for any reason whatsoever.

A careful canvass of the various concerns making writing machines brought out a series of denials of connection with the alleged scheme, and at the present stage of affairs it appears that the story is without good foundation. Following is the matter that appeared in the New York Herald early in the month:

Story of the "Trust."

Rumors have been heard for some time that a group of American capitalists, with Thomas F. Ryan at their head, were forming a large company to acquire all the largest typewriter interests in the country and to obtain control of the business all over the world.

It was stated that among the heaviest stockholders were Mr. Ryan and his son, Allan A. Ryan, the Guggenheims, Charles M. Schwab, Harry Payne Whitney, John B. McDonald and others, whose combined holdings were sufficient to effect an absolute monopoly of the typewriter business.

While it could not be established officially that the plans of these capitalists contemplate the immediate acquisition of the largest concerns, such as the Remington and Smith-Premier, it was learned that very recently they formed a large company, of which Allan A. Ryan, Thomas F. Ryan's son, is president, and in which the elder Ryan and the Guggenheims are large stockholders.

It was learned that the Royal Typewriter Company is the nucleus of the big enterprise and that a plant, said to be the largest of the kind in the world, is now being erected in Hartford, Conn.

Remington Interests Deny It.

Positive denial has been made by an official of the Remington Company that he had any knowledge of the new combination or that the Remington had anything to do with it.

Under its recent organization, the Royal Typewriter Company is composed of the following officers: President, Allan A. Ryan; vice president, E. B. Hess, inventor of the Royal machine; secretary, I. V. McGlone; treasurer, Leon W. McCall, son of John A. McCall, former president of the New York Life Insurance Company.

The directors are Allan A. Ryan, Leon W. McCall, I. V. McGlone, E. B. Hess, A. J. Manning, J. E. Neaher and Philip T. Dodge of the Mergenthaler Linotype Company.

Mr. Manning was formerly in charge of the manufacturing end of the Underwood Company, and Mr. Neaher had charge of the company's sales department. Mr. Manning is now chief of the manufacturing branch of the new company and Mr. Neaher has been given control of the selling business here and abroad.

In this country the Royal typewriter is not widely known and it was stated that no effort has been made to place it on the market. The present offices of the company are in the Postal Telegraph building at Broadway and Murray street, and the factory is at Forty-sixth street and Second avenue, Brooklyn. Branch offices, it was said, have been opened in Chicago, Philadelphia, Boston, St. Louis, Richmond, Cleveland, Detroit and Minneapolis and it was stated that a large store would soon be opened in Broadway.

Those directly interested in the financial end of the enterprise were reticent about the plans of the company, particularly when the inquiry led toward the purchase of other typewriter interests. A Herald reporter was referred to Mr. Neaher for all information and he was disinclined to reveal the real purpose of the organization.

Hint of Big Trust.

"Mr. Allan A. Ryan is president of the company," he said, "and there is doubtless considerable money available when the company's affairs shall have developed to a point where more capital is needed. Just at present I believe the capital is about $1,000,000. The company has been recently organized to manufacture and sell the Royal typewriter, and up to the present time we have been giving most of our attention to the foreign trade. The foreign market for American typewriters is something enormous and will continue to grow.

In the matter of making typewriters, Europeans are just where we were twelve years ago, and our great difficulty just now is to make our machines as fast as they are sold abroad. We have just closed a contract for six thousand machines in England, and have sold two hundred recently to the French government. In Hartford, Conn., we are putting up the largest typewriter factory in the world, and are offering all sorts of inducements to workmen to complete it as rapidly as possible."

"But is it the intention of the so-called Royal Typewriter Company to absorb the other large American typewriter concerns?" he was asked.

"I shall not discuss that part of the business," he replied, "but you may draw your own conclusions. The Royal machine was perfected only a year ago and has not been placed on the market here to any extent. But capitalists who have made a careful investigation are satisfied that there is a big future in the business and the new company has succeeded in procuring the services of some of the best typewriter experts in the world. We have about twelve from the Underwood company."

PERU WANTS AMERICAN OFFICE APPLIANCES.

American Consul, However, Reports That Much Complaint is Heard on Account of The Poor Packing That Exporters Do and the Bad Condition in Which Goods Are Received.

Charles C. Eberhardt, American consul at Iquitos, Peru, takes occasion to again call attention to the poor packing methods of American exporters. He states that the official supplies received by him some time ago were in a badly dilapidated condition, owing to poor packing.

There was scarcely an article in the eleven cases which he received which did not require some repairing, and the clock, roll-top desk, and bookcase at first seemed hopeless. The wooden frame of the clock was broken and nothing but fragments of the glass remained, while the works were all scattered loosely about the box, and the repairing cost more than the price of a new clock in the United States. The glass doors of the bookcase were boxed separately and wrapped in an insignificant amount of excelsior and brown paper.

Two of them were completely demolished, and, as glass of sufficient dimensions for repairing the doors is not to be had in Iquitos, the bookcase with but one glass door stands in the consulate as a truthful reminder to the prospective purchaser of American furniture of the carelessness or incompetency of our houses in packing goods for export. Mr. Eberhardt continues:

Inquiries for Office Equipment.

It is not presumed that another complaint added to the many the department has already received on the subject will bring about any marked improvement in the apparent apathy of our exporters toward this really important item in securing and holding the business of foreign countries, and yet, in view of the manner in which this furniture (the first of its kind ever received in Iquitos) is continually on exhibition in the offices of the consulate, the attention it is attracting, and the many inquiries I am receiving, it seems that the attention of our exporters of this line of goods should be called to the exceptional opportunities for introducing their goods into this new and inviting field, and the necessity for more than ordinary care in packing.

From the number of inquiries I have had from leading business men of Iquitos, I am sure that American houses will make a number of sales of form cases, desks, etc., and while there is but a limited field for furniture of this class in this district, there is a large and growing demand for chairs and other household furniture of the cheaper though durable grades, and even with the excessive freight rates between New York and Iquitos there seems no reason why our exporters should not secure a large proportion of this business. To increase it, however, or even to hold that which may be acquired, it will be absolutely necessary that more attention and better service be given in the matter of packing of the goods.

The golden rule is a pretty safe one to follow in the retail business. You know that after you have done the square thing you can do no more, and the mental peace is worth something.

Individuality in Business an Asset

It Pays to Have Ideas and Give Voice to Them, Provided They Are Worth While, and the Man Who Does This Is Apt to Win in the End.

BY FRANK CARROLL.

The other night I went to see a play in which a weak willed husband, who for years had been "under his wife's thumb," had been in the habit during all those years of asking any one and every one what he would do if he were placed in a case similar to his own. "I say, old chap, would you be a cipher in your own house?" he is constantly asking pathetically.

And his various friends do their best to enlighten him as to the steps they would take to remedy matters. The poor man conscientiously tries to bring about a change in the existing condition of things, but he is far too weak to do anything of the sort. So he merely makes loud voiced protests, which are absolutely without effect, for he hasn't sufficient will power to choose a way of his own for bringing about the desired change, but sets about trying to bring it to pass in the way he thinks his friends would do it.

And that's just why he fails; he has asked other people what they think he ought to do, and is so engrossed in trying to do it according to their way that he never has found out a way of his own. If he had, he no doubt would have successfully managed to assert his own independence; for it is certain that those who depend on others to mark out their path for them can never make much impression upon life.

After all, it's a great thing to have a "will of your own," and a greater thing still to have sufficient determination and perseverance to be able to carry out that will in your own way.

True, most of us have been told from our youth upwards that it's a shocking thing to like "having your own way." But is it, after all? For surely the only alternative is to adopt some one else's "way"; and what can be harder—and often more unprofitable—than that? It means the infinitely difficult task of trying to understand the various personal inclinations of some other individual, and the thousand subtle causes which determine that individual's actions, and to what end?

Perhaps our own "way" may not be a specially good one, and may, indeed, be a poor one in the abstract, yet, being our own, it has a much better chance of succecss than an attempt to go about things in some other person's way, even if that way be better than our own.

And here lies the magic of success—to believe in one's own powers and one's own way of using those powers. If we go about the world asking all and sundry for advice and blindly endeavoring to follow that advice, without stopping to look at matters from our own individual standpoint, and acting in our own way, we merely shall go through life in such a stumbling, chaotic fashion that in the end we shall achieve nothing.

There is some definite path in life marked out for each one of us to follow, but we cannot any of us hope to carry out our life's destiny by leaving the shaping of our course to others. If we would accomplish anything worth doing, we must find out for ourselves what our life's work should be, and not only find it out, but brace up our energies to carry it out, and not be led aside from the straight course because other people think they have discovered some better "way" than our own by which we can accomplish our life's purpose.

Matthew Arnold tells us that true knowledge is to "know the best that has been thought and said in the world"; and the nearer a man or woman approaches to such knowledge the more conscious does he or she become that their own achievements—in whatever sphere they may be—fall far short of what is really lasting and great. All really "great" men and women feel the truth of this, and, as their knowledge extends, their power of seeing their own limitations increases.

Not long ago I heard a woman talking to a certain celebrated violinist.

"How long do you think it takes to learn the violin?" she asked.

The great man smiled.

"Ah, madam," he said, "I have been learning all my life, and now I am just beginning to realize that I cannot play!"

There was no egoism here. He was a wonderful player, but, as his knowledge had increased, so had his realization of the things he had yet to learn. He did not say: "I can play splendidly now; there is no more to learn." Rather did he say: "I have grown humble, and seek to learn the things I do not know."

And that is how you and I should go through life—ready to acknowledge our faults and eager to learn.

October 12 to 19 are the dates of the National Business Show at Madison Square Garden. November 9 to 16 are the dates for the show at the Coliseum, Chicago. These two shows promise to exceed in every way the shows that have been held in the past, and every stationer who can possibly do so should make it a point to attend.

DESCRIPTION OF $15 TYPEWRITER.

Machine That Has Just Made Its Appearance Proves to be Practical, and is Probably the Lowest Priced Usable Machine Made.

Not the least of the triumphs of modern ingenuity in typewriter construction is shown in the production of the Junior Typewriter, now coming into the market as a thoroughly practicable machine, for $15. It is the invention of Charles A. Bennett, Dover, N. J., who has made over the sole rights of manufacture and market to the Junior Typewriter Company, with headquarters at 96 Worth street, New York City.

The machine has been patented all over the world and an active selling campaign has been started. Advertisements of the machine appeared for the first time in last month's "Office Appliances" and the leading popular magazines going to the home, to the professional man, commercial traveler, young people and students.

It is proposed to sell the device to dealers, agents and direct to the users. There is excellent opportunity for typewriter houses, repair and inspection concerns to secure a practical, portable typewriter, appealing to a large number of people. The export trade will be particularly attracted to the article on account of its low price and compactness.

THE JUNIOR $15 TYPEWRITER.

The Junior has been so named on account of its relative size and price. It is a marvel of workmanship in typewriting mechanics, and a lasting refutation of the idea that to have a typewriter one must pay the high figure of $100, or thereabouts. The standard sheet of paper, 8½ inches wide, is accommodated. Its writing capacity is eighty words a minute, which is beyond the unprofessional requirement.

For the class of users for which it has been designed, it is especially applicable, as it is practically impossible to write out of alignment. The writing line is uniform throughout the entire length, even when the person using the machine has never before operated a typewriter. A full universal keyboard of eighty-four characteds, is provided in German, French, Spanish or English language, as required. The writing is visible. No ribbon is employed, type being inked from a pad, easily rejuvenated. All parts are case-hardened and assembled by skilled mechanics.

The machine in its leatherette case, only measures ten inches in length, five inches in width and two inches high.

South Preparing for Business Show

This Section of the Country Is In a Very Prosperous Condition and Everything Portends a Great Success for the Initial Show of This Character In Dixie.

BY RAYMOND DANIEL.

Interest is increasing daily in the first national business shows of the South, which will be held in Atlanta in December. Although the big exhibit will be shown for the first time in the South, this mere fact promises to make the first Southern show one of the most successful that has ever been held—outrivaling in proportion the first displays given in other cities.

The detailed purport of the shows is not yet understood by the people of the South, but they are looking to the mammoth display of time and labor saving appliances as a lesson of instruction, so that they may, too, profit by the mechanical devices that have so aided the metropolitan business houses of the East and West.

While the Southern commercial houses understand fully that the shows will demonstrate the best means of saving time and needless labor, at the same time they are expecting the manufacturers of the different appliances to explain to them, by the portrayal of their devices, the office furnishings that are needed to develop more rapidly the business centers of the section south of the Mason and Dixon line.

The reports of the shows which have been published in the local papers have aroused interest throughout this section, and the demonstration of the different appliances is eagerly awaited. Atlanta, which has more of the metropolitan energy of the East and West, is the big trade center that influences the South and sets the fashions of trade.

Being so recognized, such a show as the National Business Shows will give, will naturally stamp the enterprise as one of great value and will bring many people from all over the South to examine the exhibits.

As the metropolitan cities of the United States, when a thing is demonstrated as useful, Atlanta will at once take hold of the same methods, and with it setting the pace for the South the other cities will logically fall in line.

Many of the appliances which will be exhibited at the shows have Southern representatives in Atlanta and other large cities of the South, but the practical demonstration of these appliances in Atlanta will mean more to the patronage than any representative could ever give.

At the same time there are many manufacturers of time and labor saving devices that are not known except by catalogs or occasional sales. These people will receive wonderful benefits from the shows for the simple reason that it will open the eyes of the Southern commercial world to what can be attained through such appliances.

South in Good Condition.

The South is in the best condition now that it has been in many years. True, there were losses last year and the business world was compelled to stand the retrenchment policy of farmers who had been indebted on account of cotton. But this year there will be a bumper crop and the farmer faces this prosperous harvest almost entirely out of debt.

With the gathering of the cotton crop, money will become freer and of more circulation. The financial condition of the South is either at its best or worst in the months of December and January. This year it will be at its best, and the National Business Shows will be held in one of the months when there is more money to spend.

This psychological fact is merely mentioned because upon it hinges the success of any enterprise in the South. Cotton is the main asset of this section of the United States, and when it is attended by a successful season the business world is in a happier state of mind and will yield most to impressions.

Business in the South is monthly taking on greater activity, and the New South, which is built upon as much of a foundation of rush and strenuousity as the older East and West, is compelled to exert every energy and use every means to lighten its work.

Then behind that stretches out the unlimitable possibilities of the undeveloped resources. The interests of the South are now so linked with those of other sections of the country until the Southern Commercial world cannot falter in keeping pace.

Methods have all changed in this section. The smallest country merchant now needs the most up-to-date method of taking care of his clerical business. The latest file cases, loose-leaf ledger system or other time-saving means are vitally essential to his business.

The old methods have passed away—the Southern business man is in the market for that which will enable him to secure the best results from the particular thing which he is exploiting. This ranges from the Southern capitalist to the grocery proprietor, who operates a store where the country roads cross.

Yet there are so many devices offered until the would-be buyer, although he is in urgent need, is puzzled and confused, and knows not which to take. When his needed appliances are demonstrated and proven at the National Business Shows he will be ready to patronize the one which is shown to be the best.

South Looking for Ideas.

While some knowledge may be had of the great field that is in the South for the introduction of the latest inventions and office furnishings, no one can recognize it until he finds the broad lands that stretch away indefinitely south of the Potomac river.

When a certain commodity is introduced into the South and it makes good, it sticks. All of the old business prejudice against other sections of the country has passed away, and when one part of the South finds that another section is being successful more rapidly on account of a certain method, it wants that same method, or something a little bit better.

It is a well known fact that business men of the South are compelled to visit the East and West to find what they want in the way of new methods. These trips cost and have to be included in the price paid for the new methods.

When manufacturers present these same appliances to the people of the South in their very midst naturally there is more money to spend for them, as the expense account of the trips to the East and West are done away with.

And strange as it may seem, it will appeal to the Southern business people to examine and consider such methods in their own home. While perfectly willing to obtain Eastern and Western devices, the fact that the displays are made in South will cause the feeling that the appliances are nearer home than they were when the visit was necessary.

Many Will Visit Atlanta.

Many who have not been able to go to New York and Chicago upon the visits of inspection will be enabled to come to Atlanta, for this city, besides being the trade center of the South, is the geographical center and easily reached from all of the Southern states.

Industrial and mechanical devices which have been from time to time exhibited at the different state fairs have been established in their Southern trade by these displays. And yet the business shows will present an opportunity to manufacturers as well as Southern business men to examine countless devices that could not be given a fair portrayal at the smaller state fairs.

What the southern business man is asking most now is "Show me; then I will adopt your plan and buy your methods from you." But he must be shown first, and it is for that reason that the results of the first National Business Shows of the South will be successful.

While the first year of every enterprise must naturally be less successful than the following years, at the same time the display will open the way for great results. It is the psychological moment in the South when there is the demand for the illustrations of methods that will enable it to keep up with the rest of the world.

The South is determined to keep this pace—to set a pace for her own, standing firm upon her resources, many of which have never been developed. Necessarily those who come first will be the more firmly entrenched.

This entrenchment is bound to come through such an exposition of appliances as the First National Business Shows will give.

EXPANSION BOOKCASES OF MERIT.

The Lundstrom Line Presents a Good Seller to the Dealer and the Established Reputation of the Concern Helps in Selling Wonderfully.

In Little Falls, N. Y., is located the factory of the C. J. Lundstrom Company, who make the well known line of unit system bookcases and who have more recently gone into the file cabinet business as well. These bookcases have established a reputation for the firm, and their extensive campaign of advertising carried on in all the high grade magazines has created a demand for their goods in all sections of the country.

The plan on which these bookcases are built makes them especially good sellers, and they invariably give perfect satisfaction to the user as well as providing another profit to the dealer who secures the business. These cases are capable of all sorts of expansion and the late improvements that have been made in them make it possible to fit up any kind of a library just the way the owner wants it. They are not restricted to one style or one kind, but the wants of the consumer can be supplied in a most satisfactory manner. Their new catalog gives complete information and is a valuable volume to have around.

RETAIL TRADE OPPORTUNITIES.

As supplied by "OFFICE APPLIANCES"—Magazine, Chicago, Ills.

"RETAIL TRADE OPPORTUNITIES" consist of the names and addresses of NEW FIRMS and CORPORATIONS—the names of the PURCHASING OFFICER, and in most cases the KIND OF GOODS TO BE PURCHASED. The supplying of this list of LIVE PROSPECTS by this publication will be continued monthly, and for the present will not be furnished anyone in advance of the issue. The perusal of this department by the SELLING ORGANIZATION of all companies engaged in the sale of office devices and supplies, will result in sales each month. Those interested may rest assured that the information given is "fresh," as indicated by the "ready" dates.

Linville, Alabama.

The Citizens' National Bank of Linville, Ala. Banking. M. M. Eppes, cashier and purchasing officer. Interested in: **Adding Machines, Cash Boxes, Coin Counters, Desks, Letter Files and Signs.** Ready October 15, 1907.

Gadsden, Alabama.

Journal Publishing Company, Gadsden, Ala. Publishing and job printing. A. W. McCulloch, secretary and purchasing officer. Interested in: **Blank Books, Bookkeepers' Supplies, Carbon Paper, Card Indexes, Filing Cabinets, Loose Leaf Binders, Postal Scales, Safes, Typewriters, Typewriter Cabinets and Supplies.**

Phoenix, Arizona.

Gerard-Jones Dry Goods Co., Phoenix, Ariz. Dry goods and notions. J. H. Gerard, secretary, and R. D. Gerard, purchasing officer. Interested in: **Blank Books, Bookkeepers' Supplies, Cash Carriers, Cash Registers, Check Books, Desk Specialties, Erasers, Facsimile Letters, Filing Cabinets, Invoice Books, Ledgers, Metal Furniture, Paper, Pens and Pencils, Rubber Stamps, Safes, Show Cases and Typewriters.**

Fort Smith, Ark.

M. A. Shumard & Co., Fort Smith, Ark. General agents for fire insurance companies. Buck Williams, secretary; M. A. Shumard, purchasing officer.

Bridgeport, Ohio.

The Matheny Manufacturing Co., Bridgeport, Ohio. Manufacturing. J. O. Howells, secretary; Geo. L. Atheny, purchasing officer. Ready by January 1, 1908.

Pulaski, Georgia.

Citizens' Bank of Pulaski, Pulaski, Ga. Banking. O. M. Warren, secretary and purchasing officer. Interested in: **Adding Machines, Adding Typewriters, Bank Supplies, Blank Books, Calculating Machines, Carbon Paper, Card Indexes, Cash Boxes, Catalogue Cabinets, Check Books, Check Protectors, Coin Counters, Copying Presses, Duplicating Machines, Envelope Sealers, Erasers, Facsimile Letters, Filing Cabinets, Fountain Pens, Loose Leaf Specialties, Manifold Books, Numbering Machines, Paper Folding Machines, Rubber Stamps, Talking Machines, Telephones (interior), Typewriters, Typewriter Cabinets, Typewriter Supplies and Tabulating Machines.**

Albion, Ill.

Albion Gas Light and Heating Co., Albion, Ills. Manufacturers of acetylene gas. W. H. Brosman, secretary, and same gentleman with Thos. Hodgson as purchasing officers. Ready now.

Bloomington, Ills.

Corn Belt Nursery & Forestry Association, Bloomington, Ill. Nursery and landscape. Louis Dunning, secretary; Burton Vandervoort, president and general manager.

Gary, Indiana.

Gary Construction Co., Gary, Ind. General building and construction work. H. D. Davis, secretary; R. W. McCrea, purchasing officer.

Muscatine, Iowa.

The Muscatine Pearl Co., Muscatine, Iowa. Manufacture of buttons. S. C. Clark, purchasing officer. Interested in: **Manifold Books.**

Kresauqua, Iowa.

Shuman & Company, Kresauqua, Iowa. Manufacturing. G. B. Row, secretary and purchasing officer. Interested in: **Blank Books, Bookkeepers' Supplies, Carbon Paper, Desks, Invoice Books, Ledgers, Order Books, Paper, Rubber Stamps, Safes.** Ready now.

Mount Pleasant, Iowa.

The Case Casing Co., Mt. Pleasant, Iowa. M. C. Hall, manager.

Altoona, Iowa.

Altoona Manufacturing Company, Altoona, Iowa. Manufacturing. C. C. Land, M. D., secretary. Interested in: **Noveities and Specialties.**

Merryville, La.

State Bank of Merryville, Merryville, La. Banking. B. H. Carroll, cashier. Interested in: **Adding Machines, Carbon Paper, Coin Counters, Scales.**

Detroit, Mich.

Marcero Brothers & Spletz Company, 606 Cheve St., Detroit, Mich. Manufacture of cigars. W. H. Marcero, secretary; J. L. Marcero, of Pontiac, Mich., purchasing officer. Interested in: **Accounting Systems, Blank Books, Ledgers, Loose Leaf Binders, and Stenographers' Supplies.** Ready soon.

Rockford, Minn.

D. R. Thompson Mercantile Co., Rockford, Minn. Hardware, harness, furniture, machinery, etc. John B. Thompson, secretary and purchasing officer.

St. Louis, Missouri.

Master Bakers' Baking Co., 4125 Russel Ave., St. Louis. Wholesale bakery. Carl Saussele, 3850 Olive St., secretary and purchasing officer. Ready January or February, 1908.

* * *

Steinhouer Motor Car Co., 1595 Tower Grove Ave. (temporary). Makers of automobiles. W. Antoine Hall, Md., secretary and purchasing officer. Ready May 1st, 1908.

* * *

Luce Engineering Co., 610 Commonwealth Trust Bldg., St. Louis, Mo. Brick plant engineering. Peter B. Gibson, secretary and purchasing officer. Interested in: **Carbon Papers, Office Furniture, Blue Print Filing Cabinets, Telephone Brackets, Time Stamps and Typewriter Desks.** Ready now.

Gifford, Mo.

The Gifford Brick & Tile Co., Gifford, Mo. Makers of brick, bricks and time of cement. H. C. Surbeck, secretary.

Malden, Mo.

Malden Savings & Loan Association, Malden, Mo. Loaning money, etc. G. T. VanCleve, secretary and purchasing officer. Ready October 10th.

Omaha, Neb.

Updike Milling Company, 1513 Sherman Ave., Omaha, Neb. Milling. A. Edgecomb, secretary and purchasing officer. Ready October 15, 1907. Present supplies bought.

Belvidere, N. J.

Buckhurn Springs Water Co., Belvidere, N. J. Water works. Elmer J. Smith, secretary.

Newark, N. J.

LaVergne Pump & Machine Co., 56 Sheffield St., Newark, N. J. Power pumps. G. F. Flint, purchasing officer.

Brooklyn, N. Y.

R. E. P. Sporting Goods Company, 1384 Bedford Ave., Brooklyn, N. Y. Automobile supplies and sporting goods. Ernest P. Archer, secretary, and R. E. Pardee, purchasing officer.

Port Jefferson, N. Y.

The Port Jefferson Development Company, Port Jefferson, Suffolk Co., N. Y.

Lake George, N. Y.

Lake George Printing Company, Lake George, N. Y. Printing. E. A. Knight, purchasing officer. Interested in: **Bookkeepers' Supplies, Carbon Papers, Card Indexes, Desk Specialties, Duplicating Machines, Office Furniture, Letter Files and Trays, Loose Leaf Specialties, Stapling Machines and Typewriter Supplies.**

Syracuse, N. Y.

McChesney & Tracy Lumber Company, 120 Plum St., Syracuse, N. Y. Jos. B. Murphy, secretary, and B. H. Tracy, purchasing officers.

Canaseraga, N. Y.

Allegany Bindery Co., Canaseraga, N. Y. Publishing and binding. Clara Wyoell, secretary, and M. M. Wyoell, both of Mt. Vernon, N. Y.

Gastonia, N. C.

North State Cotton Co., Gastonia, N. C. Buying, selling and storing of cotton. C. K. Marshall, secretary and purchasing officer. Interested in: **Bill Lading Books, Blank Books, Cabinets, Calculating Machines, Carbon Paper, Check Books, Catalogue Cabinets, Check Protectors, Codes, Copy Holders, Desks, Desk Specialties, Erasers, Facsimile Letters, Filing Cabinets, Office Furniture, Inks and Ink Stands, Ledgers, Letter Files and Trays, Memorandum Books, Numbering Machines, Paper, Pens and Pencils, Postal Scales, Rubber Stamps, Safes, Signs, Stapling Machines, Stationery Specialties, Stenographers' Supplies, Typewriters, Typewriter Cabinets, Typewriter Supplies, Tabulating Devices.**

Rockingham, N. C.

Rockingham Motor Company, Rockingham, N. C. Selling automobiles. A. T. Dockery, secretary; W. N. Everett, purchasing officer.

Almont, N. D.

Farmers' State Bank, Almont, N. D. Banking. N. E. Becklund, secretary. Interested in: **Adding Machines, Bank Supplies, Copying Presses, Filing Cabinets, Memorandum Books, Rubber Stamps, Sectional Bookcases, Signs and Typewriters.**

Cleveland, O.

The Culumbia Bolt & Forging Co., 1821 Wiley Ave., Cleveland, O. Small forgings. L. Slatinger, secretary.

* * *

Sun Light & Appliance Co., 429 Schofield Bldg.

Steubenville, O.

The Union Real Estate & Building Co., Steubenville, O., 411 National Exchange Bank Bldg., Real Estate and building. Interested in: **Carbon Papers, Filing Cabinets, Rubber Stamps and Stenographers' Supplies.**

Orrville, O.

The Wayne Bed Spring Co., Orrville, O. Makers of bed springs. Harry E. Taylor, purchasing agent.

Canton, N. C.

Bank of Canton, Canton, N. C. Banking. G. N. Henson, cashier; Adam Howell, president.

Cleveland, O.

The James W. Cummer Co., 2900 East 34th St., Cleveland, O. Manufacturers and jobbers of dressing and petroleum. K. H. Cummer, secretary; F. W. Cummer, purchasing agent. Interested in: **Bookkeepers' Supplies, Catalogue Cabinets, Check Books, Desks, Desk Specialties, Filing Cabinets, Furniture, Inks and Ink Stands, Loose Leaf Specialties, Metal Furniture, Novelties, Office Furniture, Order Books, Paper, Paper Fasteners, Partitions, Pens and Pencils, Scales, Sectional Bookcases, Specialties, Stapling Machines, Stenographers' Supplies, Telephones, Time Stamps, Travelers' Expense Books, Typewriter Supplies and Tabulating Devices.** Ready December 1, 1907.

* * *

The American Graphite Co., 1027 Schofield Bldg., Cleveland, O. Manufacture and selling metal paints.

Granite, Okla.

Granite Electric Light & Power Co., Granite, Okla. Lighting and power. Addison Hall, secretary and purchasing officer.

Homestead, Okla.

Bisbee Mercantile Co., Homestead, Okla. General merchandise. S. T. Bisbee, secretary and purchasing officer.

Harrisburg, Pa.

Grantham Land Improvement Co., 216 S. 13th St., Harrisburg, Pa. Sell and buy land. W. H. Fishel, secretary and purchasing officer.

Philadelphia, Pa.

Automatic Devices Co., 617 Bourse Bldg., Philadelphia, Pa. Patent device. H. G. Johnson, secretary; J. Charles Righter, purchasing officer and president. Ready now.

Reading, Pa.

Central Knitting Mills Co., Reading, Pa. Hosiery. Lewis R. Mulhart, secretary and purchasing officer.

Pittsburg, Pa.

The Keenot Sales Company, 811 Empire Building, Pittsburg, Pa. Mail order selling. J. A. Kress, purchasing agent.

Lynchburg, S. C.

Bank of Lynchburg, Lynchburg, S. C. Banking. C. E. Tineneous of Bethlehem, Pa., secretary; Chas. A. Smith of Timmonsville, Pa., purchasing officer.

Pelzer, S. C.

Willmont Oil Mills, Pelzer, S. C. Oil Mills. Ready now.

El Paso, Texas.

Hoyt Furniture Co., El Paso, Tex. Furniture. A. H. Smith, secretary and purchasing officer.

Denison, Texas.

First State Bank of Denison, Denison, Texas. Banking. C. F. Christensen, secretary and purchasing officer. Ready now.

Blessing Texas.

Blessing State Bank, Blessing Texas. Banking. A. B. Pierce, president; H. B. Farwell, vice president; J. A. Williams, cashier.

Mount Pleasant, Texas.

Cookville Coal & Lumber Co., Mount Pleasant, Texas. Mining, coal, etc. Interested in: **Addressing Machines, Blank Books, Calculating Machines, Cash Boxes, Envelope Sealers, Erasers, Invoice Books and Ledgers, Letter Files and Trays, Numbering Machines, Office Furniture, Pens and Pencils, Pencil Sharpeners, Rubber Stamps, Stationery Specialties, Typewriters and Typewriter Supplies.** Ready November 1, 1907.

Milwaukee, Wis.

Zangs Chemical Co., 1065 17th St., Milwaukee, Wis. Manufacture disinfectation. C. B. Pierce, secretary and John Zangs, purchasing officer.

* * *

Milwaukee Locomobile Manufacturing Co., North Milwaukee, Wis. Makers of gasoline locomotives. F. P. Cook, purchasing officer. Ready October 1, 1907.

Tomahawk, Wis.

Tomahawk Power Co., Tomahawk, Wis. Water company, etc. R. B. Tweedy, secretary and purchasing officer.

Morgantown, W. Va.

A. E. Lewis Glass & Door Co., P. O. Box 711, Morgantown, W. Va. Wholesale window glass, sash and doors. Fred W. Salzman, secretary. Arthur E. Lewis, purchasing officer. Interested in: **Accounting Systems, Addressing Machines, Bill Lading Books, Billing Machines, Blank Books, Bookkeepers' Supplies, Carbon Paper, Card Indexes, Check Protectors, Inks and Ink Stands, Invoice Books, Ledgers, Letter Files and Trays, Memorandum Books, Numbering Machines, Talking Machines, Travelers' Expense Books.**

La Crosse, Wis.

Egg Carton Manufacturing Co., La Crosse, Wis. Manufacture egg cartons. H. O. Hanson, secretary and purchasing officer. Interested in: **Accounting Methods, Bill Lading Books, Blank Books, Bookkeepers' Supplies, Carbon Papers, Check Protectors, Copying Presses, Desks, Desk Specialties, Filing Cabinets, Furniture, Inks and Ink Stands, Invoice Books, Ledgers, Letter Files and Trays, Manifold Books, Office Furniture, Order Books, Paper, Paper Fasteners, Pens and Pencils, Postal Scales, Rubber Stamps, Stenographers' Supplies,**

(Continued on Page 74, Column 1.)

Cheer Up and 52 Reasons Why

Booklet Sent Out by the Burroughs Adding Machine Company is Interesting and Instructive.

A sunny little booklet comes from the makers of the Burroughs adding machine, bearing the above title. It is from the pen of E. St. Elmo Lewis, advertising manager of the Burroughs, and is illustrated with thumb-nail cartoons in colors that serve to emphasize

the humorous jabs with which the text is sprinkled.

It is evidently the aim of this booklet to stick a few Burroughs arguments under the skin of the reader what time he indulges in a grin over the contents, the advertising matter being sugarcoated, as it were. Among

the 52 admonitions to "cheer up," the following deserve notice:

"There's no finish for the man who goes round in a ring, or up and down a column, when a machine would make one bite of it."

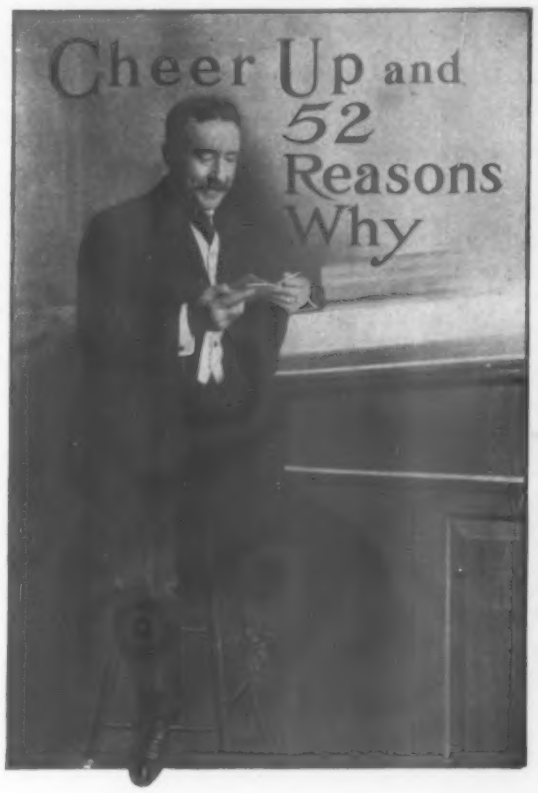
"Even if you have taken a few prizes as a lightning calculator is no sign that you want to do it when there's nobody looking."

"We feel just as you do about clerks making errors—they simply don't do such things in our office. (That's the reason we pay for ink eradicators and buy pencils with erasers on the end.) The machine is infallibly accurate—no matter how fast or how slow it is operated, it cannot make an error."

"So long as all agree that 2 and 2 make 4—let's put the brain to other tasks."

"Why is it that banks make money on a margin of six per cent and most merchants go broke on twenty-five to fifty per cent? System."

"Prevention is better than to know who did it."



"In business it is the thing you don't know that hurts you the most."

"The most interesting part of the pay roll is the part of it where you (the employer) get yours—which depends upon how much you have to give others for doing what a Burroughs might do."

"The ten per cent man can't last long in a ninety per cent man's job—yet they may look as much alike as two adding machines."

"While you continue to do a certain thing simply because you have always done it, your competitors feel perfectly satisfied."

"Just because he had never known it to be done that way before, has lost many a man an interest in millions."

"Some buttons, a box, a typewriter carriage and a guarantee are no more an adding machine than a carnation and a suit of clothes are a salesman."

"If it took three clerks to check back the

work of five—'just to be sure'—how much would you be willing to save if it took one Burroughs to do the whole business?"

"Some folks have to wait until they see everybody do a thing before they screw up

courage enough to try it—then everybody is generally doing something better."

"Let the machine travel the beaten track, and the brain may then be a pathfinder."

The Burroughs Company announce that a copy of this little book will be sent to any business man in need of a "cheer up," if he will ask for it on his business stationery.

ADVERTISING AND BUSINESS SHOWS COMBINE.

Important Notice Is Sent Out Telling of the Consolidation of the Two Affairs to Take Effect at Once.

Much interest is expressed in the announcement that has just been made by the National Business Show Co., to the effect that the Advertising Show in Chicago will hereafter be run by the National Business Show management and the two will be combined and held together.

It has always seemed apparent to the majority of exhibitors at both shows that they belonged together, for advertising is as much a part of business as anything, in fact the one is impossible without the other. The joining of the two under the management of Mr. Harry A. Cochrane, president of the National Business Show Co., is in the right direction for it gives firms interested in advertising a chance to line up along side of firms interested in goods that need advertising.

That they should ever have been separated is the wonder of the thing and with the consolidation, the plans for each show are just that much enlarged. Manager Cochrane intends to put on a business show in Chicago that will exceed in scope and diversity as well as size and importance anything that has heretofore been put on in the west, and his plans for the Advertising Show are just as comprehensive. Working the two together in February will bring about a condition in the business world that will produce the greatest possible results for all concerned.

The Advertising Show in Chicago has always been a heavy drawing card and the Business Show has set the pace for all shows in the matter of attendance, for in the number of people who visited it, the last Chicago show headed the list of all similar affairs held in the Coliseum.

The double attraction that will result from the combination of the two shows will give Chicago extra inducements to attend and this means that the combination shows will set a new mark for attendance and attractiveness.

Novelty People to Be Represented.

There are a large number of novelty manufacturers, advertising concerns, makers of signs and similar lines who have been in the habit of showing at the Advertising Show, while others have chosen the Business Show. But a few of them have exhibited at both, although one show was as important to them as the other. The new arrangement makes it possible for these people to get the largest value for the least expenditure.

Within the past two years the Business Show has been taking on some of the appearance of the Advertising Show and vice versa. The plan of Manager Cochrane all along has been to hold a Stationers' Show in connection with the Business Show in order that manufacturers of small devices and novelties would have an opportunity of exposing to the public their wares without being out too great an expense. The idea became popular at once and the result was that there were a large number of bids made early for spaces. The section set aside soon filled up, and the firms who took booths might also have exhibited profitably at the Advertising Show.

The present arrangement makes it possible for these smaller manufacturers to put on one exhibit and cover all lines they are interested in. The novelty man is more interested in getting next to the manufacturer of business devices and the consumer of office appliances and kindred lines than he is to line up with other men in the same business as himself. Combining the shows gives the man in the advertising line an opportunity he has long sought and one that will produce business and dollars for him.

Booths to Be Erected.

Booths all ready for occupancy will be provided by the show management. All that the exhibitor will have to do will be to move in, and when the show is over, remove his goods. The plan for the decorations and the booths provides for a most beautiful affair and one that permits of the most advantageous display of the various lines. The old method of everybody erecting his own booth in his own way has been dispensed with and the booths put up will all be uniform.

There is no logic in assuming that two shows so nearly alike and that serve so nearly the same people should be separate, and the idea of bringing them together is surely a good one and is going to result in considerable advantage both to the show management and the exhibitors. The affair this fall will be larger than any that has been heretofore held, and the plans under way now are sure to make it a marked success from every point of view. The management will still be in the hands of Mr. H. A. Cochrane, with Mr. A. L. Fierlein as business manager with headquarters in New York in the Park Row Building. It is likely that temporary offices will be taken in Chicago while the show is in progress, but the headquarters of the company will remain in New York city.

PROPER CARE SAVES TYPEWRITER.

The Petite and Winsome Type Tapper Delivers a Little Address to Her Employer When He Tries to Complain on the Number of Ribbons She Uses. He Gets Wise.

"Another typewriter ribbon!" said the manager, scowling fiercely. "Why, you had a new ribbon two weeks ago."

"I know it," replied miss, imperturbably; "but with the amount of work that has to be done in this office it is necessary to change ribbons often; unless"—with a shrug of her lingerie shoulders—"you wish me to pound your machine all to pieces. I am trying to save you money."

"It seems to me the place to save is on ribbons. They cost 75 cents apiece, and you ask for two every month."

"Rubber plates cost $3 apiece and new type—well, I don't know what they would cost you, but about $10 to $15, I should think; and if I have to strike hard enough to get a good impression out of an old ribbon it will not only cut the rubber to pieces and wear off the face of the type, but it will jar the whole machine so badly in a short time that you will have to send it to the factory to be thoroughly overhauled.

"You may not realize it," said miss, waxing bolder, as she found her employer subdued by her technical knowledge into listening, "but I am an unusually careful operator, and I take as much pains with my machine as I would with a fine watch. I have an extremely light touch—that is one reason I can work so fast, because I do not use up my strength and my nerves in hammering the machine, and that saves money for you.

"The girl you had at the other desk last month—I wouldn't say anything against her, while you saw fit to employ her—but, really, when she was at work it sounded as if she was running a threshing machine, and I wouldn't let her write two lines on a typewriter that belonged to me. Employers, of course, don't often know these things, and you'd be surprised to know how few operators think about them—or care if they do think. It is so easy to send for the repair man in a city and let the employer pay the bill.

Learned by Experience.

"I got my experience in New Mexico. I had a position once in a little mining town, up in the mountains, in the office of the company which owned the whole place. I was the only stenographer. When I went down there they had two machines, one bad and the other worse. I chose the best one and was as careful of it as I could be, but finally it got hopeless and it had to be shipped to Chicago for repairs.

"Quite different from ringing up a repair man on the telephone and having him at your office in twenty minutes. Of course, I had to use the old trap, and it was six weeks before the good machine was returned. I thought I should go mad, with work piling up every day and my machine balking at every stroke. Often I wrote letters by hand to save time.

"Maybe I wasn't careful of that repaired machine when it was returned to me. I sat up nights taking care of it. I stayed in that office another year, but there was never another penny spent for typewriter repairs. Yes, I ordered plenty of ribbons and the company paid for them without a murmur, for at the slightest intimation that I was extravagant in ribbons I threatened to send the typewriter to Chicago again—and they remembered what they had endured before.

"I always keep my machine thoroughly dusted and oiled, and I look it over carefully every morning before I begin work to see that it is in good order. That takes only a few minutes, and when there is a rush of work you will never find my machine unable to respond to the demand. I know this sounds like self-praise, but it may be useful to you in future."

America has neglected two important elements in Spanish trade which Germany has not overlooked. The Spaniards demand long credits, and they are susceptible to the influence of the spoken word in the presentation of goods. German exporters meet the Spanish demand for long credits, and their agents are good salesmen, who have learned the native language.

Everybody in business, whether manufacturing or retailing should get a copy of the October issue of Office Appliances. It will contain the official program of the New York Business Show and will be full of matter worth many dollars to either class. Applications for copies should be made early, for the number of new ideas that will be shown there will make it the most valuable business reference work ever produced in this line.

OFFICE APPLIANCES

A MONTHLY JOURNAL

DEVOTED TO THE INTERESTS OF MAKERS, SELLERS AND USERS OF OFFICE DEVICES AND SUPPLIES, COVERING THE FIELD OF ADDING MACHINES, TYPEWRITERS, TIME AND CASH RECORDERS, LOOSE LEAF SPECIALTIES, PAPER GOODS, OFFICE FURNITURE AND FIXINGS. OFFERING A MEANS TO GUIDE THE MANUFACTURER, OFFICE APPLIANCE DEALER, COMMERCIAL STATIONER, THEIR SALESMEN AND REPRESENTATIVES, AND REPORTING NEW INVENTIONS IN THEIR RESPECTIVE LINES.

PUBLISHED BY

THE OFFICE APPLIANCE CO., (Inc.)

HOME OFFICE, CHICAGO, ILL., U. S. A.

303 Dearborn Street :: :: Telephone, Harrison 3698

Cable Address: "Applico—Chicago." Western Union Code

WESLEY A. STANGER Associate Editor

Vol. 6 CHICAGO, OCTOBER, 1907 No. 5

NEW YORK OFFICE: 1901 Tribune Building

H. E. ROBBINS Eastern Manager

FRANK RUTHERFORD Special Telephone, Beekman 5367

SUCCEEDING AND EMBODYING

TYPEWRITER JOURNAL AND OFFICE SYSTEMS (New York)
THE OFFICE APPLIANCE JOURNAL (Chicago)
TYPEWRITER TRADE JOURNAL (New York)
THE OFFICE (Franklinville N. Y.)

(The purchase of other suitable publications will be considered at all times Correspondence solicited.)

MEMBERS OF

National Association of Stationers and Manufacturers
Chicago Trade Press Association
Chicago Advertising Association
Chicago Stationers' Association
Chicago "Boost" Club
New York "Boost" Club
Stationers' Association of New York

SUBSCRIPTIONS

will be received for "OFFICE APPLIANCES" at the Home Office of THE OFFICE APPLIANCE COMPANY 303 Dearborn Street, Chicago, U. S. A.

SUBSCRIPTION RATES AS FOLLOWS:

PAYABLE IN ADVANCE

	1 Year	2 Years	3 Years	4 Years	5 Years
United States and its Possessions, Canada and Mexico	$1.50	$2.75	$3.70	$4.50	$5.00

Great Britain, English Colonies, Australia, France, Germany Belgian, Holland and all other Foreign Countries the Equivalent of **$2.00** a Year, in Advance. (American Gold.) Subscriptions must be remitted by Post Office or Express Money Orders (American Postage Stamps) or Currency, if sent by Registered Mail.

ANYONE WHO IS NOT A SUBSCRIBER TO THIS PAPER AND WHO WANTS TO FORM A JUDGMENT AS TO ITS VALUE, WILL RECEIVE, ON APPLICATION, REGULAR COPIES OF "OFFICE APPLIANCES" FOR THREE MONTHS AT 25c POSTAGE PAID.

Subscribers may have their mailing address changed as often as desired

ADVERTISING RATES, $2.20 AN INCH

Column wide, per issue for regular issues. Time discounts quoted on application. The publishers reserve the right to reject advertisements. *No advertisement taken for less than two inches.*

Readers in Any Part of the World Who Wish Advice

on matters pertaining to their line who wish to be informed concerning manufactured articles or who desire to increase the range of their business, are invited to make their wants known to the publishers of "OFFICE APPLIANCES" with the assurance that their inquiries will receive prompt and careful attention. If they desire catalogues or price lists on any line or if they wish to secure the names of responsible manufacturers in any branch of the office appliance industry the required information will be furnished **WITHOUT CHARGE** by our **INFORMATION BUREAU.**

"OFFICE APPLIANCES" is absolutely independent and open to all. Its policy and ownership is vested in no other person firm corporation or association except the undersigned. We court a fair discussion of all trade matters and topics of interest to the industry. We will gladly print opinions and answer questions to the extent of our ability. The mission of this journal is to offer a medium for the exchange of ideas which will constantly improve conditions as well as keep those interested in touch with each other. If you know the publishers write them and offer your suggestions. If you don't know them, write anyway.

Communications invited from practical men.

Live topics solicited at space rates.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Unused manuscripts will not be returned unless postage to cover accompanies same.

THE OFFICE APPLIANCE COMPANY

GEO. H. PATTERSON President
EVAN JOHNSON Secy-Treas.
Sole Owners and Proprietors

"OFFICE APPLIANCES" is registered in the United States Patent Office, Washington, D. C.

Contents covered by Copyright 1907 by the Office Appliance Company. All Rights Reserved.

Entered at Chicago Post Office as Second-class Mail Matter.

EDITORIAL

By WESLEY A. STANGER.

OUR NEW ADVERTISING MANAGER

WITH the next issue of OFFICE APPLIANCES, the Advertising and Business Departments of the magazine pass from the management of Mr. Edward C. Thurnau, who retires, to that of Mr. Evan Johnson, Secretary and Treasurer of the Office Appliance Company. Mr. Johnson requires no introduction to most of our advertisers and readers. For the past seven years he has been Western Manager of all departments of the *American Stationer* and the *Paper Trade Journal*, with which papers he has been actively connected for eleven years, and prior to that with leading printer's publications. Mr. Johnson is a young man of pleasing personality and unusual ability. He has a large circle of friends and has the faculty of making and retaining friends in a most remarkable manner. His past experience and close relationship with the office appliance and stationery business makes his connection with OFFICE APPLIANCES a most advantageous one both from an advertising and business standpoint. His capacity and ability are unusual and readers and advertisers will feel the benefits to be derived from having so progressive and popular a man connected with this publication—the leading one in this line of business. Mr. George H. Patterson, as formerly retains his old position with reference to the company and is still its President. With two men so well-known throughout the trade as Mr. Johnson and Mr. Patterson great things may be expected of OFFICE APPLIANCES in the future, and these two gentlemen working together will doubtless produce for the readers and advertisers a publication even superior to what has been produced in the past. OFFICE APPLIANCES has for a long time held the lead for publications in this class. As a class publication it ranks very high in the United States, and its progress and growth have been a matter of remark in the publishing world. It has never gone backwards or stood still for a moment but has steadily forged upward and onward, and to-day is the most valuable asset the office appliance and stationery business possesses. It covers the field in a manner in which no other paper does or can, and has won for itself a place in the hearts and respect of the office appliance and stationery fraternity that has placed it where it is practically invulnerable. The paper was originally conceived by Mr. Patterson, who has visited practically every stationer and office appliance dealer in this country and who has also traveled extensively in Europe, studying the business and conditions over there. His knowledge of lines and men who sell them, made OFFICE APPLIANCES possible, and from the very small beginning it has forged ahead to the point where it is the leader and where it has the respect and loyalty of the entire office appliance and stationery fraternity in addition to the well grounded respect of the publishing world. OFFICE APPLIANCES is an important adjunct to the lines of business it represents. It is practically indispensable in this field of labor. It has become a necessity with every dealer and is probably more read than any other class publication printed in the United States. The present high grade of advertising and reading matter will not only be maintained but will be added to and expanded as time goes on, and with the hearty cooperation between readers and advertisers and the team work of Mr. Patterson and Mr. Johnson, OFFICE APPLIANCES will mount to even more lofty heights than it has already scaled in its upward journey to success and popularity.

NOW THE BUSINESS SHOWS

THIS is the month of the National Business Show in New York, and Madison Square Garden has put on her gala attire. The largest and most extensive as well as the most beautiful and most important business show ever held opens to the public on the twelfth and closes on the nineteenth, with one day in between for rest—the Sunday following the opening day. Greater preparations than ever before have been made for this show, and the result of the labor should be a more extensive and more popular affair by far than previous shows. The scheme of decorations and the uniformity that will be maintained throughout in the arrangement, lighting and decorating of booths will set a new mark for other shows to strive for and at the same time will show for the first time whether or not this idea will be more successful and popular than the scheme that has been previously followed. In addition to the office appliances and devices that will be shown there will be several other features to this show that have not before been put before the public. One of the most interesting divisions and one that should interest readers of this publication greatly will be the Stationers' Row, which is an innovation of the most startling and important kind. Here the spaces that are set aside for stationers and stationers' specialties will be devoted exclusively to these lines, and here will be the Mecca of the visiting stationers from all sections of the country. In point of excellence, extent and variety of exhibits, the show that opens this month will be a pacemaker. Magager Cochrane has bent every energy on this show and the result of his good work will be plainly evident when the doors of the great garden open and the public files in. While the New York Show is going on dealers, exhibitors and the public in general must not forget the great event that follows it when the National Business Show opens at the Chicago Coliseum, February first, and runs until the eighth.

The International Typewriter Championship

The Importance of the Event, and a Few Remarks Concerning the Rules and Regulations.

Elsewhere in this issue will be found the "rules and regulations" governing the International Typewriting Contest for Speed and Accuracy and for the Championship of the World.

A perusal of these rules will show that several changes have been made over those for-

FRANCES PALMER.

merly controlling these events, and yet, they are so few, there can be little dissatisfaction from anyone as to their merit, for they have, in the main been well tried out, and the changes added are improvements that have been suggested from past experiences.

The greatest question severely criticised by both the operating and teaching elements was the penalty for errors. Some contended that five words deducted for each error was entirely out of place, while others were well

MAE CARRINGTON.

satisfied. The decision of the majority has caused us to let this penalty remain as it has been, although we contend, personally, that so long as there is any deduction made at all, as against nothing in the past, for accuracy, one word for each error is plenty and satisfying. An operator using the typewriter under the one-word penalty would certainly be as careful as if he were working under the five-word penalty, when he knew it was a matter of accuracy as well as speed that depended upon his winning the prize.

The great trouble in the past has been that there was no penalty at all put on accuracy. Speed was the sole aim of the operator, and therefore the result attained was of no benefit to the operator. With a one-word penalty or a ten-word penalty the work would be as accurate as the operator was able to produce.

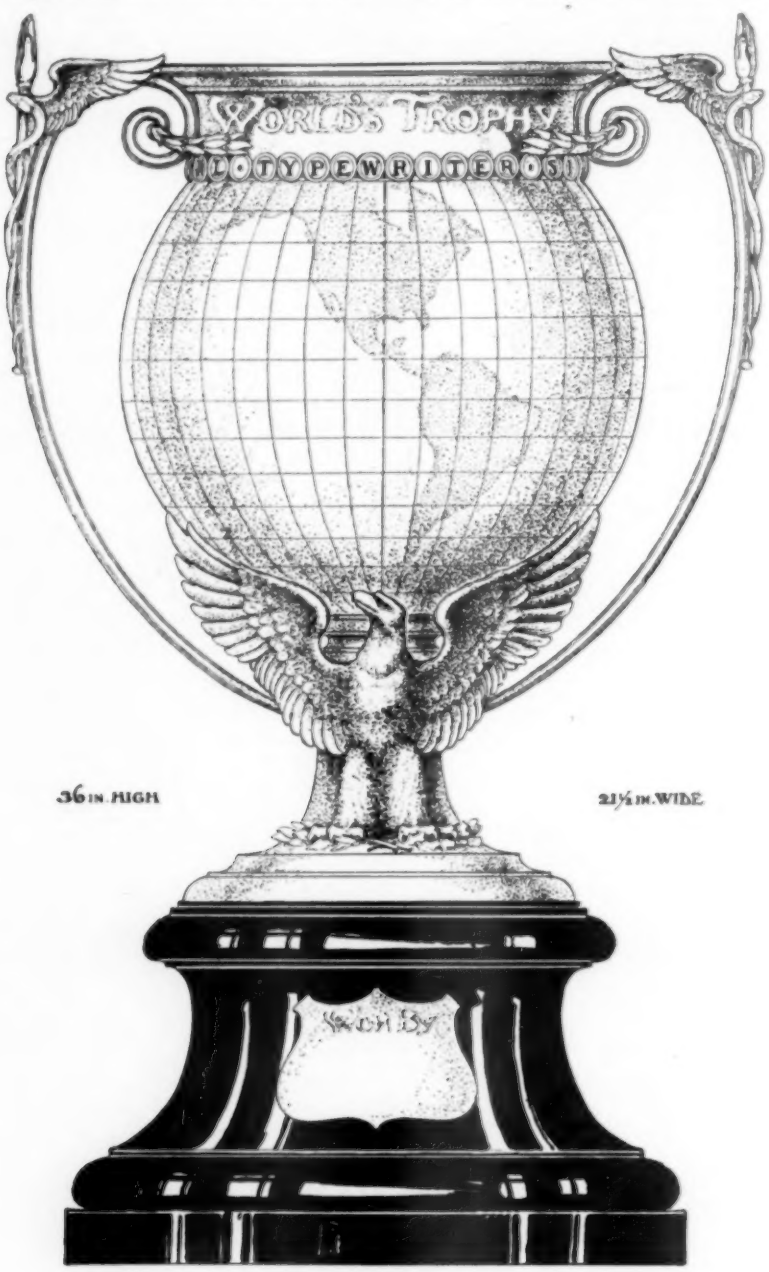
The penalty for accuracy under a five-word deduction is certainly severe, and the writer is of the opinion that, after these contests have been conducted under the present rules for a few years, they will modify the conditions to a one-word deduction.

It was first suggested that there be but one preliminary event prior to the final contest, but for the benefit of the greater number of operators, and to allow those who fail in the first preliminary, another chance in the second preliminary, there will be two events prior to the final event. The first preliminary will be on Tuesday evening, October 15, at 8 o'clock, and the second preliminary will be on Wednesday evening, October 16.

The first ten operators with the best record, from the first preliminary, and the first five operators from the second preliminary event, with the best record, according to the decision of the judges, will be entitled to compete for the final event and the prizes.

Under the rules laid down, the operator or operators who do not have the necessary points in their work from the first preliminary event, may enter the second preliminary by paying a second entrance fee.

It is not specified or demanded which pre-



WORLD $1,000 CHAMPIONSHIP TROPHY.

liminary event an operator shall enter, but it will be readily understood and noticed that the first preliminary gives the greatest chance to any operator, and in the second preliminary the operator must necessarily have even a better record than the one made in the first.

Under this rule, there will necessarily be fifteen operators competing for the world's championship, the international typewriting trophy and the six cash prizes, ranging from $25 to $200.

The Final Event.

It will be noticed that the judges will not be called upon to hastily correct the copy on the evening of this affair, but all papers will be received from the operators individually, put in envelopes, sealed and numbered, and the work of correcting will be accomplished by the judges on the following day, and announced that afternoon or evening at the Madison Square Garden.

This decision was reached after due consideration of the amount of time spent in

P. A. McKEAN.

past affairs of this nature, and the inability of the judges to give the work proper and careful attention, owing to the lateness of the hour these affairs conclude.

The preliminary events, both being fifteen-minute affairs, and very little copy, the judges can necessarily give proper attention thereto on the same evening.

The "Copy"—From Manuscript.

It is expected that the copy furnished in the preliminary events will be something taken from the local press on the day of each event, while that to be furnished for the final event will be carefully prepared by the judges, and will include some typewriting and some type matter, consisting of general correspondence, legal matter and newspaper copy.

The matter of "copy" for the operators was well considered, and as it was decided that the affair was solely to bring out the qualities of the operators, the best result would be obtained by allowing them to read their own work, and not bring into the event the factor of supplying "readers" of varying ability, who must necessarily be considered, in weighing the matter of results.

It is well known that some operators are

TRUE INSPIRATION is embodied in the manufacture of our Typewriter Ribbons and Carbon Papers. The **reason** why, they constitute the

INCOMPARABLE LINE OF QUALITY

To keep step with progress sell this

Real Up-to-Date

line. Your profits will be **real** and your trade satisfied

Fine goods of **actual** quality can never be sold at cheap prices. The trashiest "stuff" on the market to-day are the **cheap** Typewriter Ribbons and Carbons.

Buy and sell "our line" backed by our guarantee and **remember the source** and your customers will derive **positive** satisfaction

MITTAG & VOLGER

[Incorporated]

SOLE MANUFACTURERS FOR THE TRADE

PRINCIPAL OFFICE AND FACTORY..... **PARK RIDGE. N. J., U. S. A.**

BRANCHES:

NEW YORK CITY, Stewart Bldg., 290 Broadway
CHICAGO, 200 Monroe Street
LONDON, 4 St. Paul's Churchyard
PARIS, 3 and 5 IM Passe Reille
ZURICH, J. G. Muggli
AMSTERDAM, Benier & Co.

You Have Been Looking For This

No. 1 Two-Fold Folding Machine as Operated by Hand.
(MOTOR ATTACHMENT WHEN DESIRED)

¶ This is a device that will fold your circular letters and office forms accurately and similarly, at a speed of from 5 to 8 times faster than they can be folded by **HAND,** and at a cost very considerably **LESS** than hand folding.

¶ These machines are made in two styles (see illustrations), specially designed for office use, are quickly adjusted, easily operated, and are run by hand power or motor power.

¶ They occupy little space, and can be placed on any stand, table or desk. They have stood the test in many lines of business. We guarantee them. They are handsomely and perfectly made.

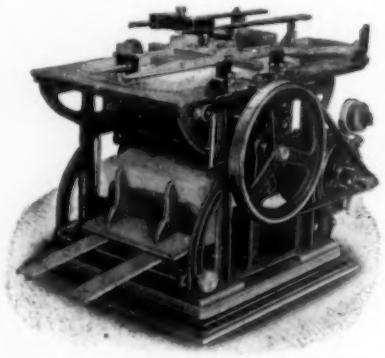
Automatic Circular
Letter Folding Machine

¶ They will fold thin, medium, heavy, smooth and rough papers. They will make one fold, two folds, double parallel folds, square folds and three folds. They accommodate papers in sizes ranging from 4" x 5" to 10" x 16". The folded circulars are stacked consecutively ready for insertion into the commonly used small and large envelopes.

¶ We invite correspondence with any one having quantities of circulars to fold. We make liberal offers to prospective users to thoroughly test machines that will save

TIME
LABOR
MONEY

¶ Ask for catalog.



No. 2 Three-Fold Folding Machine as Operated by Motor Attachment.
(HAND ATTACHMENT WHEN DESIRED)

MANUFACTURED ONLY BY

A. B. Dick Company, 161 W. Jackson Blvd., Chicago
47 Nassau St., New York City

capable of going ahead of their "readers" at times, and some "readers" will often pass the operator.

In commercial work, the operator is most always compelled to read their own copy, and if the typewriting events are to be conducted to advance the standard of operators, they should be conducted along lines as nearly like what they are required to meet in the business or commercial field.

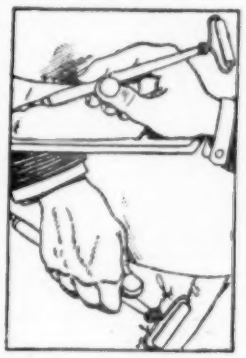
Up to this time most all the operators having competed in former events have signified their interest in the international contest and many others have written us to inquire concerning this affair. From reports, it would indicate that many new names and faces would be seen among the contestants.

The international typewriting contest for speed and accuracy should prove to be the greatest attraction the business show has ever had, and be of immense value to typewriter fraternity and operators at large.

COMBINES PEN HOLDER AND BLOTTER.

Successful Experiment That Makes it Possible to Write and Take Up the Surplus Ink Without Having to Search for a Blotter.

Combinations of various kinds are being made in all sorts of office devices daily and the aim and desire of inventors and manufacturers seems to be to bring about combinations that will consider as units as many different ideas as possible. The latest of this class is a scheme for combining penholder and blotter and this is the idea evolved by a New York man, and it has proved to be highly successful.



It consists of an ordinary pen holder with a light cylinder fastened at the top. The cylinder is covered with thin blotting paper and revolves when pressed and moved over the surface of the paper. The movement over the paper naturally causes the blotter to take up the surplus ink and thus the person writing is enabled to perform the work of making his marks on the paper, and then by reversing his pen holder blot up the surplus ink.

The combination is a good one, and it is claimed by the inventor that the material he uses is so light that it will not in the slightest degree interfere with the free use of the pen holder in writing. He also claims that it has another advantage aside from that of taking up the surplus ink, and that is that when the pen holder is laid on the desk it cannot roll off, for the blotter cylinder acts as a stop for it, and that placing it even on an inclined plane will cause the pen holder to remain right in the place where it is put.

This is but one of the many new combinations of inventions that are being brought out every day, and this device ought to be a good seller with office appliance dealers, for it is likely to prove quite popular with bookkeepers, clerks and billers. Large corporations could use them in large quantities for the time wasted in hunting for a blotter or waiting for ink to dry in a huge billing department runs into money every year.

SUCCESSFUL SALESMAN HAS NEW LINE.

Former Cabinet Salesman Takes Up Line of Bookcases and Is Making a Success of Them.

S. H. McDonald, for many years connected with the Rockwell-Wabash interests, but now with the Skandia Furniture Company of Rockford, is handling the latter's line of bookcases exclusively and has just started on an extensive trip south and west. He will cover practically all of the western states and will return to New York by way of Texas and the south. He is a special representative of the concern and covers wide range of territory for them.

S. H. McDONALD.

He began with the old Rockwell-Wabash Company some years ago, selling their complete line. Later he took up the same line of goods for the Wabash Cabinet Company, and in both cases he was highly successful. While with the Wabash Cabinet Company he was city salesman in the Chicago office, and his success placed him in the front rank as a cabinet man of all around qualities.

His work with the Skandia line of book cases has made many friends and a large line of trade for the concern he represents, and he has a faculty of not only making trade but holding it. He anticipates a very successful western trip and while out will establish a number of new agencies as well as call on old trade.

October 12 to 19 are the dates of the National Business Show at Madison Square Garden. November 9 to 16 are the dates for the show at the Coliseum, Chicago. These two shows promise to exceed in every way the shows that have been held in the past, and every stationer who can possibly do so should make it a point to attend.

There are Points of Superiority In Viking Sectional Bookcases

Solid Substantial Sections, made of selected material, with a top built in every section, to add strength and protect the books. Every section fitted with an equalizing device, which is noiseless in operation, and absolutely controls the door, making it impossible for it to bind.

The Kind of Bookcase Your Trade Will Buy

We have a liberal, exclusive agency proposition to make to dealers. If you are in the market for sectional bookcases, **write us.** We will be pleased to have our **representative call on you** with a **sample case for your inspection.**

SKANDIA FURNITURE CO., Rockford, Ill.

ALL FIRST CLASS DEALERS KNOW DEARBORN CABINETS MAKE QUICK SALES

SAVE TIME, WORRY and ERRORS—IMPROVE QUALITY of WORK—THEREFORE SAVE MONEY

42 in. long, 24 in. deep, 38 in. high

No. 5 Dearborn Junior Cabinet

$13.00 DELIVERED

ARE Sold around the WORLD Universally known as the BEST

Notice how COPY HOLDERS are placed in direct line of vision, enabling operator to sit up straight. Saves fully 45 per cent of Time, Worry and Errors. A place for everything, everything in its place. Solid Golden Oak, guaranteed the most complete Typewriter Cabinet ever sold anywhere near the price. We ship responsible parties on approval, to be returned at our expense if not satisfactory. What more can we offer!

46 in. long, 31 in. deep, 45½ high

No. 1 Dearborn Special Cabinet

$30.00 DELIVERED

HUNDREDS OF TYPEWRITER AND OFFICE FURNITURE DEALERS HANDLE THEM. IF YOURS DOES NOT, WRITE DIRECT TO US

DEARBORN DESK COMPANY
ALEXANDER A. SAMUEL, GENERAL MANAGER
308 Fisher Building CHICAGO, U. S. A.
NEW CATALOGUE FREE

Burckhart's Everlasting Index Tabs

Made in four sizes and various headings. Our adjustable tabs are made of Spring German Silver and Index Letters covered with transparent celluloid, having the appearance of polished inlaid ivory. Practically indestructible and the tightest gripping tabs made. No pasting or erasing to our Writing Tabs with Removable Cards. We also make Metal Gum Tabs, same sizes and headings, at about half price of adjustable tabs. Sample Tab 5c. Circulars free.

CHICAGO BUSINESS SYSTEM CO., 100 E. Van Buren St., Chicago, Ill.

The Best Work In the Easiest Way

is done by "Tec" Drawing Instruments. First, because they are made according to the dictates of the best modern drafting-room practice by the highest skilled workmen and of the best obtainable material. Second, because, in addition to the foregoing, our patent devices make it possible for a draftsman to do much more rapid work and in a much easier way, without sacrificing anything to accuracy and neatness, than with any other instrument made. We carry in stock a sufficient assortment in range of price and quality to meet every purpose and requirement. Every instrument is subjected to the most searching examination and tests for strength, precision, and wear before leaving our factory.

TEC Reg. Pat. U. S. Off.

"Remember The Mark"

"Tec" Drawing Materials

"Tec" drawing paper, blue and brown print papers and cloths, and tracing papers, and general drafting-room equipment are made with the same idea in view as our "Tec" Instruments. Clean, well-equipped factories, skilled workmen, and the highest grade materials are combined in their manufacture. We can honestly recommend them to any one for their practicality, durability, and for the accomplishment of all around good results. When buying *practical* drawing materials *remember the "Tec" Mark.*

Technical Supply Co.

46 East 14th Street

NEW YORK

WHAT TIME WAS IT? "HOGGSON" TIME STAMPS TELL

If you are depending upon "Tom" or "Bill" to SCRATCH DOWN the TIME with chalk or charcoal, you are traveling in the stage coach. Use a TIME STAMP and KNOW. They conclusively settle all disputes. Be sure to get a stamp that plainly prints the CORRECT TIME legibly on ANY SMOOTH SURFACE the hand can reach.

"HOGGSON'S DOES IT."

Times Every Act, Operation or Transaction, Receipt or Delivery of Mail, Telegrams, Phones, Orders, etc. Keeping track of Time and Labor for Cost Systems. In successful use for over eight years by some of the largest concerns in this and other countries. Booklet for Postal. AGENTS WANTED.

S. H. HOGGSON & CO., 106-108 Fulton St., N. Y.

The "Independent," "Juco" and "Vulcan" STYLOGRAPHIC and FOUNTAIN PENS

STYLOGRAPHICS RETAIL AT 75 cents AND UP

FOUNTAIN PENS RETAIL AT $1.00 AND UP

Our "BABY VULCAN" STYLOGRAPHIC. Cut shows exact Size; can be carried in any Pocket in any Position.

CATALOGUES AND DISCOUNTS FURNISHED ON APPLICATION. WE SOLICIT CORRESPONDENCE.

(Established 1884) **J. M. ULLRICH & CO., Manufacturers, 27 Thames Street, New York City, New York**

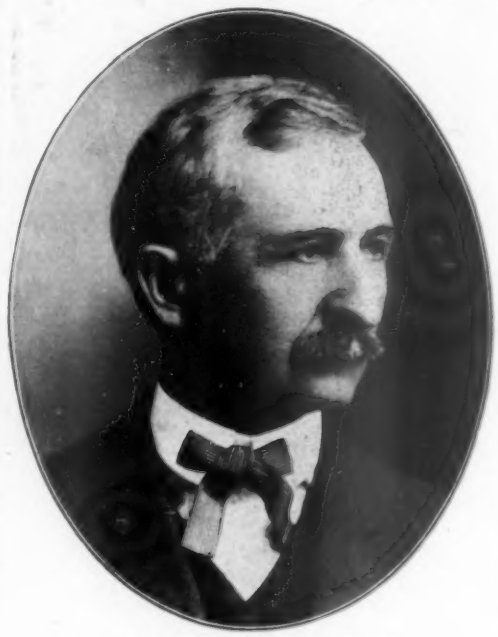
DEATH OF S. N. M'CLOUD.

Head of the Davis Chair Company at Marysville, Ohio, Passes Away After An Eventful Career.

Following is a clipping reproduced from the Marysville (Ohio) Tribune, telling the story of the passing of Smith Newton McCloud, who was head of the Davis Chair Company. After his death his son, Charles F. McCloud, was made president of the concern, with his daughter, Nellie G. Hoopes, secretary and treasurer. The business is now entirely in the hands of his children, who will conduct it in the same manner he did and follow out the plans he had made for it before his death. The date of the paper from which the following is clipped was August 25, 1907:

"Marysville was genuinely shocked by the news, which flashed over town shortly before noon to-day, that S. N. McCloud had died very suddenly at his home in West Fourth street. Death came at 10:50, fifteen minutes after a physician had been summoned to treat him for a supposed minor illness.

"An affection of the heart caused his death.



SMITH NEWTON McCLOUD.

Whether it was induced by an attack of indigestion or from the effects of an operation he underwent in Columbus last Tuesday, could not be definitely determined.

"The operation was for a rectal disease, and it was supposed that he had fully recovered from the effects of it. However, as an anesthetic was administered, and as he returned to Marysville on the same day and was greatly fatigued by the journey, it is very possible that it had some effect upon his naturally weak heart.

"About 10:30 this morning, while at his home, he became very ill and Dr. C. D. Mills was summoned. He advised a warm bath, and Mr. McCloud retired to the bath room. In a few moments he staggered into the adjoining bedroom, fell to the bed, and soon expired.

"Since 1871 Smith Newton McCloud has bgeen prominently identified with the leading commercial and civic interests of Marysville. For nearly twenty years he conducted a drug store here; has since been at the head of one of the city's leading industrial concerns; was very prominent in politics for many years and,

in 1904, attained the highest honor within the gift of the Knights of Pythias of the state. His loss will be keenly felt in many quarters.

"Not only was he a prominent Pythian, but he was also affiliated with the Masonic order, and was a member of Marysville Lodge, No. 87, I. O. O. F. He held many high positions in the Pythian lodge, and was finally elected Grand Chancellor of the state.

"His position in Democratic politics has always been a strong one. He served as postmaster of Marysville for ten years, during the two terms of President Cleveland, and for many years previous he had been the dominating factor of the 'McCloud wing' of the Democratic party in this county. Of late years he had not taken an active interest in political affairs.

"Mr. McCloud was always a leading business man of Marysville. After his retirement from the drug business he was interested in the organization of the first Keeley Institute in Marysville. For a number of years he has been at the head of the Davis Chair Company as a leading stockholder, secretary-treasurer and general manager.

"In civic affairs he has always taken an active interest, and has given much of his time toward the advancement of his home city along these lines. He was one of the earliest presidents of the Board of Trade, and is president and prime mover in the Civic League. In addition to this he was president of the Marysville Choral Union. He has served as a member of the city council at different times.

"He was, in fact, a good citizen and one whose place it will be difficult to fill. His death will be mourned by a wide circle of friends extending throughout the state.

"The deceased was a son of Dr. Charles McCloud, who settled in Caanan township, Madison county, in 1831, and for twenty years was actively engaged in the practice of medicine there. He was a prominent politician in his day, being an active Whig worker. He served in the State Legislature in 1844-45, and was a member of the Constitutional Assembly which framed the present state constitution. The mother of the deceased was Mary Jane Carpenter.

"Mr. McCloud was born in Madison county, Ohio, on December 9, 1845. In 1868 he was united in marriage with Miss Nora Fuller, of Marysville, whose death occurred about four years ago. Seven children were born to this union, six of whom still survive. They are as follows: Mrs. Imogene E. Schwartz, of Cleveland; Mrs. Lena E. Friedell, of Ft. Wayne, Ind.; Mrs. Hoopes, wife of Dr. C. W. Hoopes; Miss Erdean McCloud and Charles F. McCloud, of Marysville, and Dr. John J. McCloud, of Broadway.

"The aged mother of the deceased, Mrs. Jane McCloud, still resides at Plain City. In a few days she will celebrate her 95th birthday. Mrs. McCloud makes her home with the only sister of the deceased, Mrs. E. C. Robinson."

Some lawyers have the knack of converting poor advice into good coin.

* * *

Some men make it their business to interfere with the business of others.

* * *

Do not be afraid to raise your prices when it is necessary. If the manufacturer raises, he does so without consulting you, and you have to pay, but that is no reason why you should give up your profit.

Ask Weeks For It

¶ Have been furnishing Stationers and Dealers with their Supplies and Specialties since 1867—forty years—and did it so thoroughly and conscientiously that the first thought entering the mind of a stationer when he wants "anything" is to—"Ask Weeks for it!"

"ERASIT"

¶ "ERASIT" is fast replacing the old style rubber, because of its many uses and advantages.

¶ "ERASIT" is the Best Eraser and Cleaner ever discovered for use of bookkeepers, architects, artists, as well as for general use.

¶ "ERASIT" will remove pencil or dirt marks from Drawings, Tracings, Engravings, Wall Paper, Book Covers, Linen Collars and Cuffs; also cleans Leather and White Kid Gloves.

¶ Used for taking dirt off almost anything.

¶ Will not injure the finest paper.

(Made in three sizes to sell at 5c, 10c and 15c, respectively.)

"VICTOR" INKSTAND

No. 1. Round Crystal Class, Cut Bottom; 3½ in. diam., 1½ in. high 35c

¶ The "VICTOR" is the popular non-automatic inkstand.

¶ The "VICTOR" will not upset as it is only 1½ inches high and the base is 3½ inches in diameter.

¶ The "VICTOR" requires no pressing down of a funnel.

¶ The "VICTOR" does not get too much ink on the pen.

¶ The "VICTOR" is easily taken apart and cleaned, being in but two sections.

Both "ERASIT" and the "VICTOR" Inkstand are being advertised in business men's magazines. HOW IS YOUR SUPPLY?

A. A. Weeks Manufacturing Co.

Dept. of A. A. WEEKS-HOSKINS CO.

11 Gold Street ::: New York, U. S. A.

It will be appreciated if you mention "OFFICE APPLIANCES" when writing to A. A. WEEKS MFG. CO.

Improvement

is the watchword of the Age. For twelve long years I have been making Typewriter Ribbons and making better ones year by year. Get in touch with a few of my customers and hitch up for 1908 with a live one—that means

WRITE TO ROTHSCHILD
He Makes Typewriter Ribbons

My ribbons are sold under a binding guarantee, that if they are not satisfactory in every respect and equal to the **best** you have ever bought, return them at my expense and your money back—instantly. **Can anything be fairer?** And **my** guarantee is **good!** For proof consult Dun or Bradstreet.

I make inked ribbons **for every known use,** and for all machines, including:

Adler
American
Bar Lock
Brooks
Burnett
Burns
Burn's Adding Machine
Caligraph
Centennial Dater
Comptograph
New Century Caligraph
Chicago
Commercial Visible
Crandall
Densmore
Doughterty
Draper
Duplex
Elliott & Hatch
Empire
Fay-Sholes
Fisher Book
Fisher Billing Machine
Ford
Franklin Visible
Fox
Fox Visible
Franklin No. 9
Ideal
International

Jewett
Hammond
Hartford
Keystone
La Rapide
Manhattan
Monarch
National
North
Oliver
Pittsbugh Visible
Peerless
People's
Postal
Remington
Remington-Sholes
L. C. Smith & Bro.
Smith Premier
Sholes Visible
Standard Adding Machine
Stearn's Visible
Underwood
Universal Adding Machine
Wellington

All colors: Black, blue green, purple or red, record or copying, including black copy blue, black copy green, black copy purple; also ribbons for Rapid Roller Copying or Hektograph device, BI-CHROME RIBBONS, TRI-CHROME RIBBONS AND MULTIGRAPH RIBBONS.

Slip me a letter to-day, if you are willing to save money.

M. M. Rothschild

Cor. Fifth Ave. & Washington St., Chicago, U. S. A.

DOMESTIC OPPORTUNITIES

(By Special Correspondence.)

Louisville, Ky.

The Office Equipment Company have started business here with Clarence E. Smith and Albert E. Meffert as proprietors. The company start with the agency of the Monarch typewriter and supplies, and will add other specialties and appliances as they can be secured for the territory. Manufacturers are requested to send catalogues and prices.

Chattanooga, Tenn.

F. F. Andrews, who conducts a news and stationery store in this city, has opened an additional store at 10 East 11th street, with W. J. Aird as manager, who was formerly an officer with the late L. B. Graham Co. The new store will make a specialty of appliances, office specialties and furniture, and will add new lines as they can be secured.

Mexico City, Mex.

Frank V. Webb, with an address as Apartado 98b, Mexico, D.F., Mexico, wants catalogues on low priced typewriters, office and desk specialties. He has one of the largest printing and stationery businesses in Mexico, and will make a good connection for those desiring representation in this Republic.

Carthage, Mo.

The Thompson Printing & Office Supply Co., recently organized out of the old Ero Office Supply Co., and the Thompson Print Shop, desire to make connections with manufacturers desiring local representation. They will make a specialty of office devices, appliances and supplies.

El Paso, Tex.

The United Supply Company, local agents for the Monarch Typewriter as their name implies, will take on other devices and specialties, and will be pleased to hear from manufacturers.

Detroit, Mich.

The Stone-Hamil Company has been organized here with C. W. Stone and B. P. Hamil. Have started off with the agency for the Monarch typewriter and will make a specialty of supplies, specialties and appliances. Will be pleased to hear from manufacturers.

Dallas, Texas.

Southern Stationery Company, recently organized in this city, with A. J. Rosenfield and F. L. Stephenson as owners, are to make a specialty of stationery, office furniture and appliances. At the present time they are interested in counter sales books, lithographing, embossing, envelopes, shipping tags, printed order blanks, blank books to order, and the like.

Topeka, Kansas.

Joseph C. Wilson, 516 Topeka avenue, Topeka, desires to hear from manufacturers who might be interested in a local agency. He has the representation of the Library Bureau and will take on other office supplies, typewriters and specialties.

Vancouver, B. C.

William Nelson, P. O. Box 1057, Vancouver, B. C., will soon open a business for the handling of office devices, and will be glad to hear from manufacturers.

DOMESTIC OPPORTUNITIES—Continued.

Omaha, Neb.

The Omaha Duplicating Company, 439 Paxton block, dealers in office and typewriter supplies, with R. F. Swoboda, as manager, is desirous of having fine carbon paper manufacturers write them—a firm that is not already locally represented.

Washington, D. C.

The Isthmian Canal Commission, through the general purchasing officer at Washington, D. C., desires bids from manufacturers on 71 office desks (some typewriter), 25 office tables, 80 office arm chairs, 50 Units and parts, 60 filing cases, 19 vertical sections, 21 filing or card indexes, 20,000 numbered folders, 20,000 unnumbered folders, 1,000 guides, 14 sets of cards, 4,000 cards for indexes.

FOREIGN OPPORTUNITIES

(By Special Correspondence.)

Paris, France.

J. A. Payant, with an address at 8 rue de Madrid, Paris, France, and a dealer in modern office devices, would like to hear from American manufacturers who want live representation in the countries of France, Spain, Belgium and Italy. Mr. Payant is an American with years of residence in the French capital, and is at the present time in the United States visiting manufacturers. He will be a guest of Office Appliances at the New York Business Show, and any manufacturer desiring to make his acquaintance may do so by addressing him in our care (New York office).

Leicester, England.

Branson & Jarratt, office appliance dealers at 15 Hotel street, Leicester, England, are desirous of hearing from American manufacturers who want representation at this point. They are particularly interested in carbon paper, filing devices, adding machines, duplicating machines and office appliances generally. At present they are agents for the Monarch typewriter and carry stationery sundries.

Lima, Peru.

William C. Kaelin, of Lima, Peru, is interested in adding machines.

London, Eng.

The Maumbeard Office Equipment Company, with offices at 19 Ludgate Hill, London, E. C., as their name implies, are dealers in all kinds of office devices, and will be pleased to hear from manufacturers who want representation in London and England. The company make a specialty of typewriters, new and second hand, office furniture, typewriter supplies and specialties.

* * *

W. G. Systems, Limited, Craven House, Kingsway, London, W. C., specializers in business systems, are in the market for steel furniture, card indexes and vertical filing, and will also be interested in loose leaf specialties.

* * *

Henshaw & Company, 15 Queen street, Cheapside, London, E. C., England, are in the market for the agency for articles of office use, and are prepared to push energetically anything of merit.

Where Weston's Linen Record Paper is made—at Dalton, Mass.

It is hardly an exaggeration to say that more financial records and accounts — both in bound book and loose leaf form—are recorded on Weston's Linen Ledger Paper than on any other high grade paper. For more than forty years this paper has been the choice both of the user and the maker of books of account.

Look at the picture above—"The Home of Weston's Linen Record." Situated in the heart of the paper making world, surrounded by ideal conditions of beauty and health, and resting on a foundation of over 40 years of experience,—is it any wonder that this line should rank—as it does—**The Best Linen Ledger Paper Made?**

Our papers are guaranteed to give satisfaction. They are made in **White—Blue** and **Buff**—with a body that is superbly strong and perfect as to surface and finish.

The only thing to which you can compare a sheet of Weston's Linen Ledger Paper is to another sheet of the same make—Any other comparison is quite illogical.

Byron Weston Company

Dalton - - - Mass.

"A LEADER FOR YEARS AND A LEADER TO-DAY AS WELL"

"COBWEB" "SATIN FINISH" "GOLD SEAL" **CARBON** **PAPER—As well as my many other good brands**

are known the world over where typewriters are used. So are

"SATIN FINISH" and "GOLD SEAL" RIBBONS

UNEQUALED QUALITY

always the same in high standard to-day—yesterday—to-morrow has won for these goods their place.

LITTLE'S CARBONS

are sold by dealers in all parts of the business world, with Distributing Offices in

CHICAGO NEW YORK PHILADELPHIA
PITTSBURG LONDON, England CLEVELAND
WASHINGTON, D. C.

The New York Office is a spacious ground floor store at

287 Broadway, Corner of Reade Street

the largest, finest and best equipped office in the world devoted solely to Typewriter Supplies. Dealers, Typewriter Men, Purchasing Agents always welcome.

A. P. LITTLE, Main Office and Factory, Rochester, N. Y., U. S. A.

FOREIGN OPPORTUNITIES—Continued.

Liestal, Switzerland.

Adolph Haag, of Liestal, Switzerland, representing another American manufacturer in supplies, will be pleased to hear from manufacturers of copying pencils, paper for typewriters, fountain pens and the like. Mr. Haag is covering Switzerland, Germany, Italy, Austria, Holland, Belgium and England.

Cape Town, S. A.

The School Board of the Division of Cape Town will receive tenders until October 15th for the supply of requisites for 55 public schools in that district. Supplies are to include stationery, school equipment, sewing machines, desks, tables and other furniture.

Copenhagen, Denmark.

C. F. M. Knudsen, Hojbroplads 3, Copenhagen, Denmark, is in the market for specialties, appliances and devices for office use, such as typewriters, adding machines, and the like. He is already the agent for the Fay-Sholes and Elliott-Fisher typewriters. He is well known and has financial connections that make him desirable.

PUBLISHERS TO FIGHT PAPER TRUST.

Ask that President Roosevelt Use His Authority to See What Can Be Done to Dissolve Combination that Raised Price on Print Paper.

Resolutions calling for the repeal of the duty on printing paper and wood pulp and inviting the attention of the president and the department of justice to what the publishers regard as a conspiracy in restraint of trade to stimulate artificially the price of white paper, were adopted at a meeting of the American Newspaper Publishers' Association in New York, Sept. 18. The association further agreed to offer legal assistance to the government in any prosecution that may be undertaken.

The white paper situation was described by one of the publishers as the most important feature of present day newspaper economics, and a vital one to the future of the newspapers of the country. Prices of the white paper upon which newspapers are printed, it was pointed out, have been constantly advancing, until in some instances newspapers, once profitable investments, are now losing ones.

Prices Steadily Advancing.

Wholesale rates to newsdealers, it was stated, are now in many instances no more, and in some instances less than the publisher pays for the white paper upon which newspapers are printed.

Paper has been quoted at $1.95 a hundred pounds for the last year and that in carload lots. Recently the prices were advanced by the independent manufacturers of paper materially, and quotations are said to range from $2.50 to $2.75. Some of the great paper concerns are not quoting prices at all, it is stated, telling would-be purchasers that there is no paper to be had. Production has practically stopped, they say.

The publishers hold that this stringency is not due alone to deforestation and the failure to secure adequate amounts of the pulp from which the paper is made, but to combinations among certain paper manufacturers to keep prices up.

PIKE

Power and Hand Operated ADDING MACHINES

Visible Accumulation

Visible Printing

Low Flexible Keyboard

Column Correcting Keys

Item Counting Device

Short Easy-Handle Movement

Clear and Total Character

PIKE

ADDING MACHINES are the embodiment of elements which insure the highest satisfaction.

¶ Mechanical simplicity, minimum effort and movement of the individual pieces and their combinations, essentially form the basis of efficient service and maximum durability.

¶ Attractive in appearance, unique in design, THE PIKE has many individual and distinctive features, helpful to the operator, reducing his labors and expediting the work.

See Our Exhibit at Booths No. 28 and 29
Watch The Electric Sign

The Pike Adding Machine Company
ORANGE, N. J.

AUTOMATIC

NUMBERING AND DATING MACHINES

Of Quality, Accuracy, Durability, Simplicity

IN STOCK FOR SALE

Stationers Everywhere

MODEL NO. 50
WITH INDICATOR DEVICE
EXTRA FINISH

123456
FAC SIMILE IMPRESSION

6 WHEELS
CONSECUTIVE
DUPLICATE
REPEAT

$15.00

Ask for them by MODEL NUMBER plainly marked on the front of each machine.

MODEL NO. 49
HIGH GRADE LOW PRICE

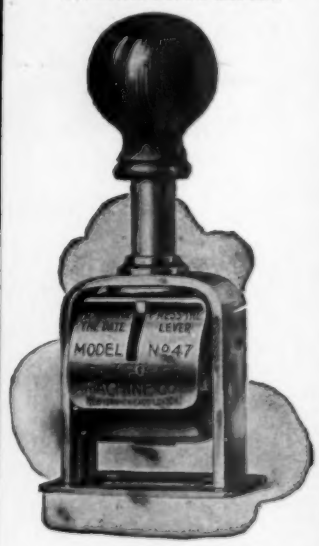
123456
FAC SIMILE IMPRESSION

6 WHEELS
CONSECUTIVE
DUPLICATE
REPEAT

$5.00

Ask for them by MODEL NUMBER plainly marked on the front of each machine.

MODEL NO. 47
AUTOMATIC DATING MACHINE



AUG 22 1905
FAC SIMILE IMPRESSION

WITH
LEVER
ATTACHMENTS

$5.00

WORKS: BROOKLYN, N. Y., U. S. A.
The Largest Plant in the World devoted to the Manufacture of High Grade Numbering and Dating Machines.

WRITE FOR CATALOGUE JUST ISSUED

THE BATES MACHINE COMPANY

General Offices and Factory: 696-710 Jamaica Ave., Brooklyn, N.Y., U. S. A.

SELLING OFFICES:

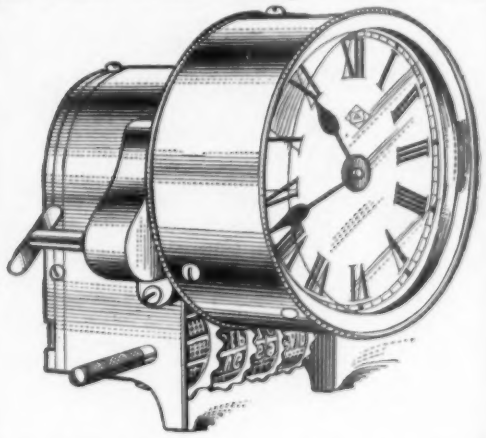
New York 346 Broadway | Chicago 315 Dearborn St. | Manchester, Eng. 2 Cooper Street | London 63 Chancery Lane

NEW STYLE OF TIME STAMP.

Device Being Made in New Jersey Combines the Clock Movement With the Time Stamp on a New Principle.

One of the chief objections to time stamps that use clock works to actuate them has been that the pounding of the time stamp has injured the clock works so that in a very short time neither the clock nor the stamp have been worth much. Many patents have been filed on devices and improvements aimed to overcome this, and one of the latest devices to make its appearance on the market is known as the Divan Time Stamp, which seems to have solved the problem, and which the manufacturers claim combines accuracy, durability and perfection.

The outward appearance of this stamp is that of an ordinary alarm clock raised above the surface of the table by a stand. At the



back of the clock is an attachment enclosed in a case in which the working parts of the time stamp are enclosed. All of the usual strips of stamps are seen, the day, week, month, hour, minute, A. M. and P. M. The clock works come in contact with the mechanism of the time stamp and turn the hands around, indicating the time. To use it, the clock is grasped in the hand and the impression made by pressing it upon the paper or whatever it is desired shall be stamped. The impression made gives the exact hour and minute. The manufacturer is C. W. Divan and his address is Camden, N. J., and he is on the lookout for live agents and office appliance dealers to take up the sale of it. In point of price it is very economical, for it sells for $8 complete, allowing a good margin for the dealer besides.

LOOSE LEAF BOOK OF MERIT.

A Book Full of Clever Ideas and a Fund of Useful Knowldege Worth Much to the Acccuntant.

F. W. Risque has just produced the most complete book on accounting forms and systems that has ever come off of the press. He is an authority on loose-leaf, card systems, all sorts of accounting and a great many other things, and he has put his knowledge down on paper and let the printer and engraver do the rest. The matter that appears between the covers of this work is worth a great deal to any person connected in any way with business. It is a mine of valuable information and is an education in itself. Not conforms in detail, he has drawn up actual forms tent with describing various systems and and printed them in the book as illustrations,

EXECUTIVE STAFF
FOR
COCHRANE & PAYNE, Managers
Business Manager
A. L. FIERLEIN
General Representative
G. D. GREELY
Press Representatives
G. N. MORAN, W. A. STANGER
Advertising WM. F. SIMPSON
Musical Director
GUSTAVE d'AQUIN
Manager Receiving Department
M. J. PIKE
Box Office E. H. PEARSALL

Madison Square Garden Staff
Superintendent
THOMAS J. REYNOLDS
Assistant Superintendent
PETER CHRISTENSEN
Chief Electrician
JAMES S. STEWART
Assistant Electrician
FRED FRAELICH
Chief Engineer
WARNER PAXSON

DESCRIPTIVE SECTION

OF THE

NATIONAL BUSINESS SHOW

HELD IN

MADISON SQUARE GARDEN - NEW YORK

OCTOBER 12th to 19th (SATURDAY TO SATURDAY) INCLUSIVE, 1907

EXHIBITORS

CLASSIFIED

ADDING-CALCULATING MACHINES.
Burroughs Adding Machine Co. 116-7 130-1
W. H. Bundy Recording Co..... 58-59
Comptograph Company 103-4-88-89
Comptometer Company 111-2
Eaton-Hough Co.... 132
Elliott-Fisher Co.. 49-50-1
Felt & Tarrant Mfg. Co..... 111-2
Millionaire Calculator.... 84
W. A. Morschauser..... 84
Oscar Mueller & Co..... 20
Remington Typewriter Co.....94-5-109-10
F. F. Shafer..... 40
Standard Adding Machine Co..... 133
Universal Adding Machine Co.....82-96-7
Wales Adding Machine..... 132
Wahl Typewriter-Adding Machine..... 94-109

ADDRESSING MACHINES.
Addressograph Company 114-128
Elliott Addressing Machine Co..... 99
Rapid Addressing Machine Co..... 98-83

ASSOCIATIONS AND CLUBS.
New York "Boost Club"..... 93
Stationers' Association of N. Y..... 93
National Association of Stationers..... 93

BILLING MACHINES.
Duntley Adding Machine Co.....
Elliott-Fisher Co.... 49-50-1
Remington Typewriter Co..... 94-109
Secor Typewriter Co..... 118
Smith Premier Typewriter Co.....121-135
Underwood Typewriter Co..... 80-120

CASH CARRIERS.
Lamson Consolidated Cash Carrier Co..... 74-5

COIN AND CASH MACHINES.
Brandt Automatic Cashier Co..... 91

CHECK PROTECTORS.
G. W. Todd Company..... 67

CHAIRS.
Davis Chair Co..... 77

COPYING MACHINES.
The Roneo Company..... 108

CARBON PAPER AND RIBBONS.
Columbia Ribbon & Carbon Paper Co..... 36
Kee-Lox Manufacturing Co..... 7-8

DISPLAY FIXTURES.
Goldberg Display Fixture Co.....Main Entrance

DRAWING MATERIALS.
Technical Supply Co..... 34

DUPLICATING MACHINES.
Addressograph Co.... 114-128
American Multigraph Co..... 68-9
Beck Duplicator Co..... 106
A. B. Dick Company.....113-127
McCall Automatic Typewriter..... 91-92
Typewriter Printing Machine Co..... 35
Underwood Typewriter Co..... 120

ENVELOPE SEALERS.
Detroit Mailing Machine Co..... 134
United Sales Company..... 76
Simplex Manufacturing Co..... 92

FILING SYSTEMS.
Amberg File & Index Co.....123-4-5
Kohler & Smith..... 65
C. J. Lundstrom Mfg. Co..... 55
C. E. Sheppard Company..... 231

FOUNTAIN PENS AND PENCILS.
Eckel & Company..... 230
Red Dwarf Ink Pencil Co..... 219
Standard & Vulcanite Pen Co..... 218

LOOSE LEAF SPECIALTIES.
Jones Improved Loose Leaf Spec. Co..... 72
Kalamazoo Loose Leaf Binder Co..... 21
Monarch Manifold Book Co..... 73
Robinson Binder & Loose Leaf Co..... 15
C. E. Sheppard Company..... 231
Sieber & Trussell Mfg. Co..... 107
Marcus Ward Co..... 235

METAL FURNITURE.
Brill & Chamberlain..... 63
Canton Art Metal Company..... 79

MANIFOLD BOOKS.
Philip Hano & Co..... 119
Monarch Manifold Book Co..... 73

MISCELLANEOUS.
Prof. Anthony Barker..... 27
Consolidated Optical Co..... 16
Hapgoods 90
New York Telephone Co.... 66
Spacesaver Company.. 78
Union Towel Supply Co..... 41

NUMBERING MACHINES.
Bates Manufacturing Co..... 48

OFFICE FURNITURE.
C. W. Anderson..... 62
Brill & Chamberlain..... 63
Canton Art Metal Co..... 79
Chas. E. Matthews.....100-2 85-7
Mount & Robertson..... 56

OFFICE PARTITIONS.
C. W. Anderson..... 62
Manhattan Office Partition Co..... 61
Mount & Robertson..... 56

OIL.
G. W. Cole Co..... 13

PAPER.
Eaton Hurlbut Paper Co..... 115
John F. Sarle..... 57
Marcus Ward Company..... 235

PAPER FASTENERS.
Cushman & Dennison Mfg. Co..... 12
O. K. Fastener Company..... 225

PAPER FOLDERS.
A. B. Dick Company.....113-127

PENCIL SHARPENERS.
A. B. Dick Co.....113-127

POST CARDS.
H. Bamforth 5-6
German-American Post Card Mfg. Co..... 4

PRINTING.
Vechten Waring & Company.....220-226

PUBLICATIONS.
Broadway Publishing Co..... 236
Business World 24
Business Man's Magazine.Box over Main Entrance
Home Life Publishing Co..... 24
Martyn & Doolittle..... 24
"Office Appliances" Magazine..... 93
System Company, The..... 105
Typewriter Journal & Office Systems..... 93

SAFES AND SAFE SPECIALTIES.
Herring-Hall-Marvin Co..... 81
Leighton Lock Protector Co..... 79

SIGN MAKERS.
American Signotype Co..... 232-8

STAMP AFFIXING MACHINES.
Detroit Mailing Machine Co..... 134

STATIONERY SPECIALTIES.
Canton Art Metal Company..... 79
Cushman & Dennison Mfg. Co..... 12
A. A. Weeks-Hoskins Co..... 52

TALKING MACHINES.
National Phonograph Co..... 48

TELEPHONE SPECIALTIES.
Scofield & Co..... 60

TIME RECORDERS.
Block System Time Recorder Co..... 31
W. H. Bundy Recording Co..... 58-9
Follett Time Recorder Co..... 64
International Time Recording Co..... 53-4
R. D. Stackpole..... 70-1
Syracuse Time Recorder Co..... 70-1

TIME STAMPS.
Follett Time Recorder Co..... 64
International Time Recording Co..... 53-4

TYPEWRITERS.
Columbia Typewriter Mfg. Co..... 138
Duntley Adding Typewriter..... 137
Elliott-Fisher Company 49-51
Fox Typewriter Company..... 37-9
Hammond Typewriter Co..... 139
McCall Automatic Typewriter Co..... 91-2
Monarch Typewriter Co..... 126
Remington Typewriter Co.....94-5 109-10
Secor Typewriter Company..... 118
Smith Premier Typewriter Co.....121-2 135-6
Underwood Typewriter Company..... 80
Victor Typewriter Company..... 32-3
Williams Typewriter Company..... 118

TYPEWRITER COVERS.
Typewriter Specialty Co..... 78

UNITED STATES GOVERNMENT.
Department of Commerce & Labor..... ?

VENTILATORS.
Ideal Ventilator Co..... 63

ALPHABETICAL LIST OF EXHIBITORS.

Addressograph Company 114-128
Amberg File & Index Co.....123-4-5
American Multigraph Co., The.....68-69
American Signctype Co.....232-238
Anderson, C. W..... 62

Bamforth, H.....5-6
Barker, Prof. Anthony..... 27
Bates Manufacturing Co..... 48
Beck Duplicator Co.....106
Block System Times Recorder Co..... 31
Brandt Cashier Company..... 91
Broadway Publishing Co. 336
Brill & Chamberlain..... 63
Bundy Recording Co., W. H.....58-59
Burroughs Adding Machine Co....116-7-130-1
Business Man's Magazine..Box over Entrance
Business World 24

Canton Art Metal Co..... 79
Cole Company, G. W..... 13
Columbia Ribbon & Carbon Co..... 36
Columbia Typewriter Mfg. Co.....138
Comptograph Company, The.....103-4-88-9
Consolidated Optical Co.....16
Cram Writing Machine Co.....129
Cuchman & Dennison Mfg. Co..... 12

Davis Chair Co..... 77
Detroit Mailing Machine Co.....134
Dick Company, A. B.....113-127
Duntley Adding Typewriter..... ?

Eaton-Hough Company 132
Eaton Hurlbut Paper Co.....115
Eckel & Company.....230
Elliott Addressing Machine Co..... 99
Elliott-Fisher Co.....49-50-1

Felt & Tarrant Mfg. Co.....111-2
Follett Time Recorder Co.....64
Fox Typewriter Company.....37-8-9
German American Post Card Mfg. Co..... 4
Goldberg Display Fixture Co.Main Entrance

Hammond Typewriter Company.....139
Hano & Company, Philip.....119
Hapgoods, Inc..... 90
Herring-Hall-Marvin Co..... 81
Home Life Publishing Co.....224

Ideal Ventilator Co..... 63
International Time Recording Co.....53-4

Jones Improved Loose Leaf Spec. Co..... 72

Kalamazoo Loose Leaf Binder Co..... 21
Kee-Lox Manufacturing Co.....7-8
Kohler & Smith..... 65

Lamson Consolidated Store Service Co....74-5
Leighton Lock Protector Co..... 79
Lunstrom Mfg. Co., C. J..... 55

Manhattan Office Partition Co..... 61
Martyn & Doolittle..... 24
Matthews, Charles E.....100-1-2 85-6-7
McCall Automatic Typewriter Co.....91-2
Monarch Manifold Book Co..... 73
Monarch Typewriter Co.....126
Morschauser, W. A..... 84
Mount & Robertson..... 56
Millionaire Calculator 84
Mueller & Co., Oscar..... 20

National Phonograph Co..... 48
New York Telephone Co..... 66

O. K. Fastener Company.....225
Office Appliances, Magazine..... 93

Rapid Addressing Machine Co.....83-98
Red Dwarf Ink Pencil Co.....219
Remington Typewriter Company..94-5.109-10
Robinson Binder & Loose Leaf Co..... 15
Roneo Company, The.....108

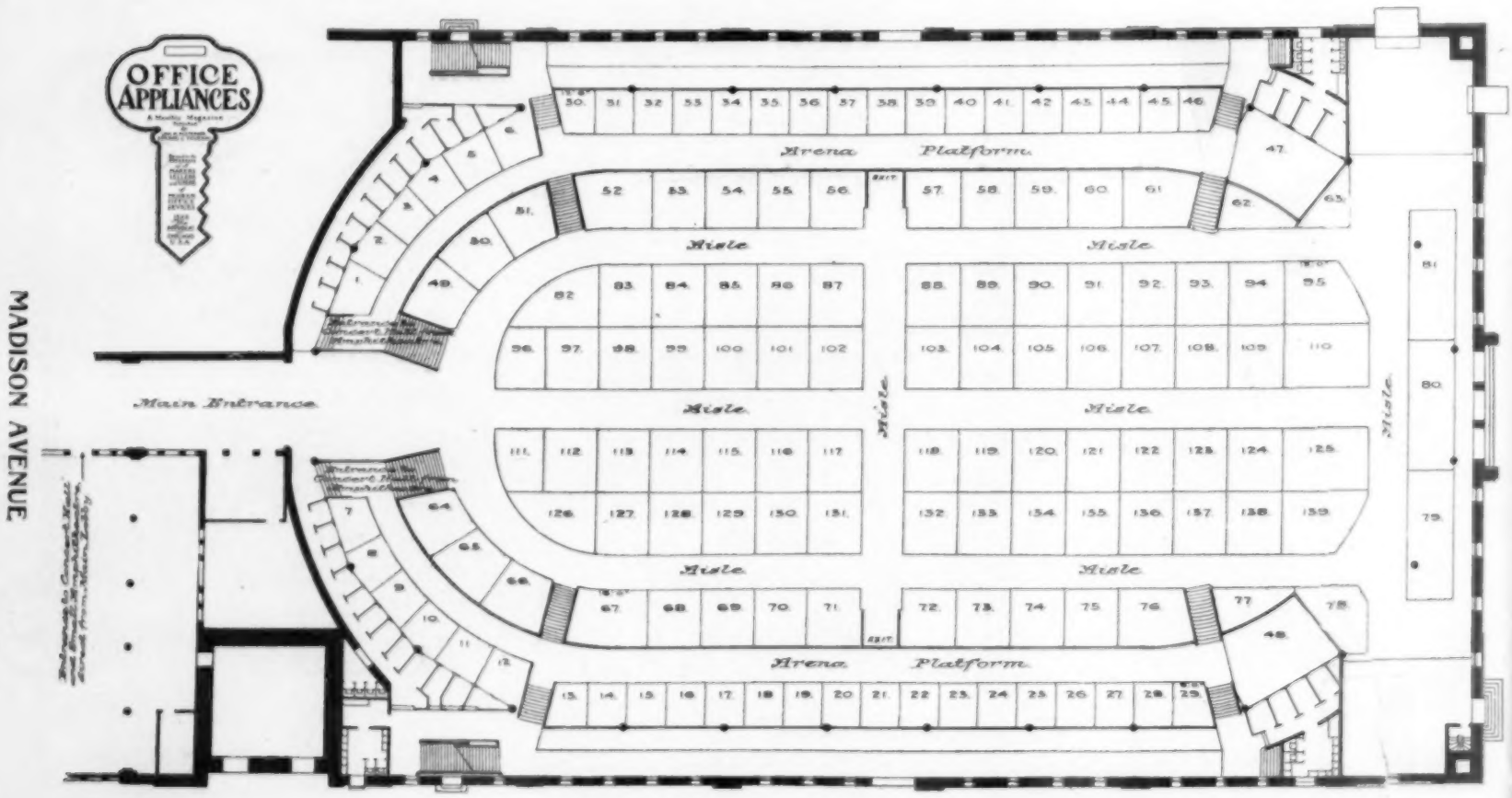
Sarle, John F..... 57
Scofield & Company..... 60
Secor Typewriter Co.....118
Shafer, F. F..... 40
Sheppard Company, C. E.....231
Sieber & Trussel Mfg. Co.....107
Simplex Manufacturing Co..... 92
Smith Premier Typewriter Company.121-2 135-6
Spacesaver Company 78
Stackpole, R. D.....70-1
Standard Adding Machine Co.....133
Standard & Vulcanite Pen Co.....218
System Company, The.....105

Technical Supply Co..... 34
Todd Company, G. W..... 67
Typewriter Printing Machine Co.....35
Typewriter Specialty Co..... 78
Typewriter Journal & Office Systems..... 93

Underwood Typewriter Co..... 80
Underwood Duplicator Co.....120
Union Towel Supply Co..... 41
United Sales Co..... 76
Universal Adding Machine Co.....82-96-7

Vechten Waring & Co.....220-226
Victor Typewriter Co.....32-3

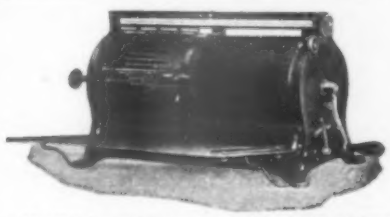
Wales Adding Machine Co.....132
Ward Company, Marcus.....235
Weeks-Hoskins Co., A. A..... 52
Williams Typewriter Co.....118



ILLUSTPATED DIRECTORY

ADDRESSOGRAPH COMPANY. (*)

(Booth 114-128.) 232 Van Buren street, Chicago, Ill.; New York office, 72 Trinity place. Displaying a system of machine addressing, and the Dupligraph a fac-simile letter printer. In charge of F. H. Jordan, assisted by C. J. Welford, C. H. Whiting, H. F. McDonough and L. S. Fisher.

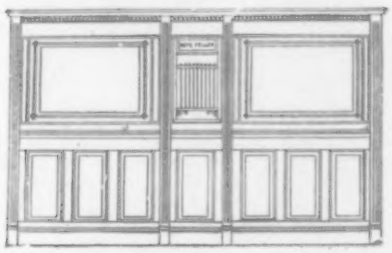


AMBERG FILE & INDEX COMPANY.

(Booth 123-4-5.) 438 Fulton street, Chicago, Ill.; New York office, 79 Duane street. Displaying a line of filing systems, self-indexing cabinet files and vertical files.

AMERICAN SIGNOTYPE COMPANY, THE (*)

(Booth 232-238.) 107 South Sangamon street, Chicago, Ill. Displaying a machine for making window signs, store signs, bulletins. The machine can be well termed "a giant typewriter." In charge of T. K. Simpson, E. M. Kidder, and assisted by others.



ANDERSON, C. W.

(Booth 62.) 42 Beaver street, New York, N. Y. Displaying a line of office partitions and furniture. In charge of C. W. Anderson.

AMERICAN MULTIGRAPH COMPANY, THE (*)

(Booth 68-9.) Cleveland, Ohio; New York office, 338 Broadway. Displaying the Gammeter Multigraph, or fac-simile printer. In charge of H. P. Marshall, New York manager, assisted by H. M. Horr, the company's advertising manager, and their New York staff.

BLOCK SYSTEM TIME RECORDER CO.

(Booth 31.) Syracuse, N. Y. Exhibiting a time recorder. W. D. Hawley in charge.

BAMFORTH & COMPANY, H.

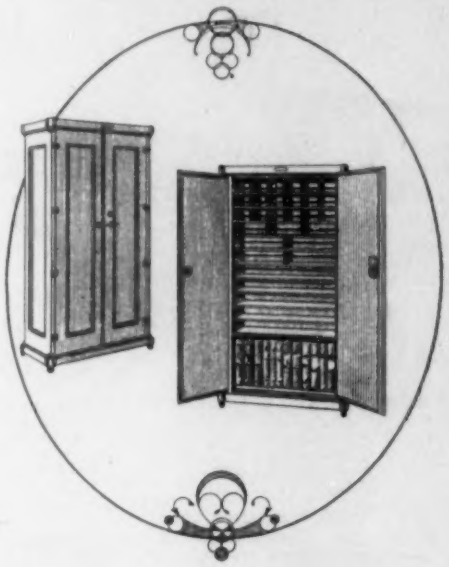
(Booth 5-6.) 35 West 21st street, New York, N. Y. Displaying a line of picture post cards. In charge of Harry Bamforth and Robert McCrum, assisted by Miss Hinchcliffe, a life model and subject.

BRANDT CASHIER COMPANY. (*)

(Booth 91.) Monadnock building, Chicago. Displaying a line of automatic cashiers and money handling machines, or change makers. In charge of M. Norden.

BECK DUPLICATOR COMPANY.

(Booth 106.) 72 Beaver street, New York. Displaying the Champion composition duplicators. In charge of Ernest L. Beck, assisted by Albert Isaacs, C. A. Kenworthy and Miss Florence Bennett.



BRILL & CHAMBERLAIN.

(Booth 63.) 150 Nassau street, New York, N. Y. Displaying a line of safe cabinets. In charge of George W. Brill, assisted by Edwin S. Price, E. M. Freeborn, Coleman Chamberlain, and Willis Chamberlain, Jr.

BUNDY RECORDING COMPANY, W. H.

(Booth 58-9.) 501 West street, Syracuse, N. Y. Displaying a line of card time recorders, a calculating and adding machine. In charge of H. D. Traver, New York manager, assisted by R. B. Bundy, R. W. Gibson, J. Murphy, W. P. Stambaugh and W. J. Myer.

*See their advertisement in this issue.

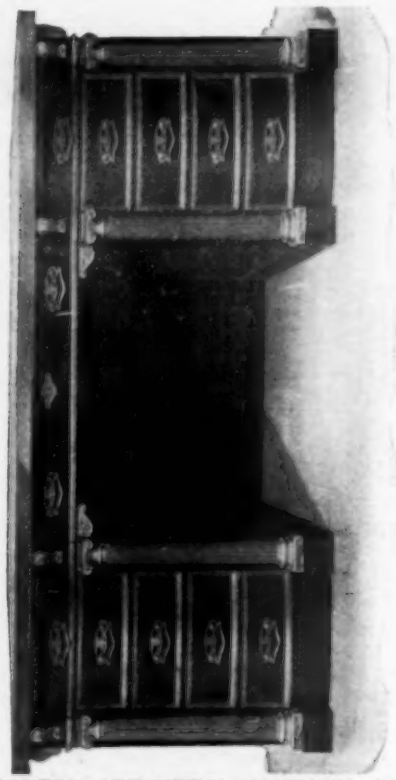
BATES MANUFACTURING COMPANY.
(Booth 48.) Orange, N. J.; New York office, 31 Union square. Displaying a line of automatic numbering and dating machines. In charge of F. A. Burnham, Jr.

BURROUGHS ADDING MACHINE CO. (*)
(Booth 116-7 130-1.) Detroit, Mich. New York office, 22 Vesey street. Displaying a large assortment of "Bookkeeping Machines" and systems, in which the use of the adding machine plays an important part. H. C. Peters, New York manager, incharge.

BUSINESS MAN'S PUBLISHING COMPANY.
(Booth Over Main Entrance.) Detroit, Michigan. Displaying the Business Man's Magazine.

BARKER, PROFESSOR ANTHONY.
(Booth 27.) 110 West 42d street, New York City, N. Y. Displaying a method of physical culture. In charge of E. F. Broderick.

COLE COMPANY, G. W.
(Booth 13.) 42 Broadway, New York, N. Y. Displaying the "3 in 1" oil for typewriters, adding machines and all fine machinery. In charge of R. A. Woods, assisted by Wm. Gorman and Carl Wiley.



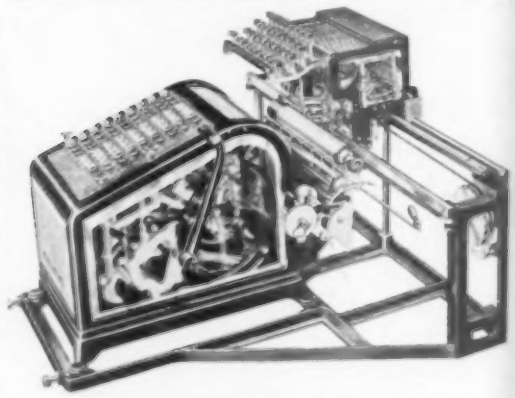
CANTON ART METAL COMPANY. (*)
(Booth 79.) Canton, Ohio; New York office, 25 Ann street. Displaying a line of wood and metal office furniture, cabinets and partitions. In charge of H. W. Andrews, New York manager, assisted by V. V. Gildersleeve, Misses Osborne, Cover and Friedelson.

COLUMBIA RIBBON & CARBON CO. (*)
(Booth 36.) 299 Broadway, New York, N. Y. Displaying a line of ribbons and carbon papers for all purposes. In charge of J. Francis O'Connor, sales manager, assisted by Wm. H. Rice, Jr.

COLUMBIA TYPEWRITER MANUFACTURING CO. (*)
(Booth 138.) 116th street, New York, N. Y.; city office, 56 Reade street. In charge of the New York City manager.

COMPTOGRAPH COMPANY, THE.
(Booth 103-4, 88-9.) 146 Blackhawk street, Chicago, Ill; New York office, 198 Broadway. In charge of J. H. Wyeth, assisted by L. H. Dowie, D. D. Graves, C. C. Cole, J. H. Lee, F. Polster, S. G. Dietz and Miss Jacobs

CONSOLIDATED OPTICAL MFG. CO.
(Booth 16.) 115 West 129th street, New York. Displaying a line of optical goods and specialties.



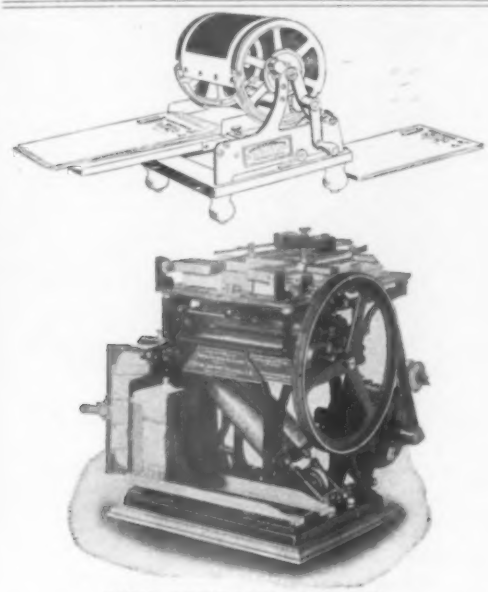
CRAM WRITING MACHINE CO.
(Booth 129.) 4939 McPherson avenue, St. Louis, Mo. Displaying a new typewriter to be attached to a Burroughs adding machine, for writing in combination with the adder.

CUSHMAN & DENNISON MFG. CO. (*)
(Booth 12.) 240 West 23d street, New York, N. Y. Displaying a line of office specialties, including the "Capitol" ink well and paper clips.

DAVIS CHAIR COMPANY. ( )
(Booth 77.) Marysville, Ohio. Displaying a line of typewriter and office chairs, particularly for use of bookkeepers and stenographers.

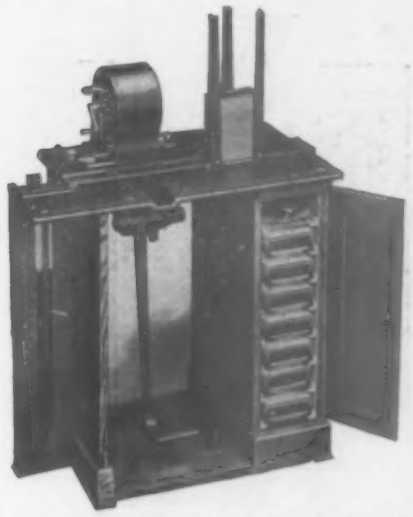
*See their advertisement in this issue.

DETROIT MAILING MACHINE CO.
(Booth 134.) Towar court, Detroit, Mich. Displaying a new mailing machine that seals envelopes, affixes the postage stamps and counts the postage. In charge of J. H. Drake, assisted by Mr. Shermack, the inventor.



DICK COMPANY, A. B. (*)
(Booth 113-127.) 161 W. Jackson boulevard, Chicago, Ill.; New York office, 47 Nassau street. Displaying a line of duplicating machines and supplies, paper folders and pencil sharpeners. In charge of E. W. Hill and D. W. Van Wagenen, assisted by the New York sales force.

DUNTLEY VISIBLE ADDING TYPEWRITER.
(Booth 137.) 1010 Fisher building, Chicago, Ill. Displaying a new combination and independent adding typewriter, or typewriter adding machine, invented under the Johantgen patents. The adding machine portion is adapted to be used with several standard makes of typewriters. In charge of H. L. Lanphear, assisted by others.



ELLIOTT ADDRESSING MACHINE CO.
(Booth 99.) 100 Punrchase street, Boston, Mass.; New York office, 299 Broadway . Displaying a line of addressing machines. In charge of E. E. Mills, New York manager.

ELLIOTT-FISHER COMPANY.
(Booth 49-50-1.) 329 Broadway, New York, N. Y. Displaying a line of billing machines and book typewriters, with adding machine attachments. In charge of G. K. Kendall, eastern sales manager; H. J. Halle, New York manager; W. M. Cartmell, treasurer; W. L. Dench, secretary, and K. B. Clark, advertising manager; assisted by H. B. Shipman, P. A. Clark, M. C. Beard, W. L. Dutton, G. H. Seward, J. V. Shields, E. A. Miller, A S. Champion, W. E. Clark, O. B. Chamberlain, Max H. Behr, Harry Freer, C. A. McLoughlin, T. A. Triggs, B. A. Day, A. E. Spalthoff, M. F. Gardner, G. C. Jell and M. L. Larris.

EATON-HURLBUT PAPER COMPANY. (*)
(Booth 115.) Pittsfield, Mass. Displaying a line of typewriter paper and stationery. In charge of J. E. Colton, assisted by Ed. J. Clark and others.

ECKEL & COMPANY.
(Booth 230.) 39 Cortlandt street, New York. Displaying a line of "fluid" fountain pens and pencils. In charge of Henry E. Genet, and the Misses L. W. Banks and R. F. Seville.

EATON-HOUGH COMPANY. (*)
(Booth 132.) 237 Broadway, New York, N. Y. Displaying the Wales adder machine. In charge of Abram G. Nesbitt, president; John P. Hunter, manager; Chas. N. McPharland, superintendent; Joseph H. McFarland, L. O. Luckett, Charles N. Jackson, James W. Eaton and William C. Hough.

FELT & TARRANT MFG CO. (*)
(Booth 111-2.) 874 North Paulina street, Chicago; New York office, 350 Broadway. Displaying a line of adding and calculating machines. In charge of John C. Nevins, sales manager, and Arthur J. De Berard, eastern sales agent, assisted by C. L. Metzgar of Philadelphia, S. H. Mowbray of Boston, A. G. Waterhouse of Buffalo, and J. G. Klees of New York City.

FOLLETT TIME RECORDER CO.
(Booth 64.) 173 Greenwich street, New York, N. Y. Displaying a line of time recorders and time stamps. In charge of W. B. Tourtellotte, assisted by Miss E. V. Smythe.

FOX TYPEWRITER COMPANY. (*)
(Booth 37-8-9.) Grand Rapids, Mich.; New York office, 296 Broadway. Displaying a line of typewriters, both "blind" and visible." In charge of E. C. Underwood and A. J. Williams, assisted by the New York agents. Mr. W. R. Fox in attendance.

*See their advertisement in this issue.

GOLDBERG DISPLAY FIXTURE CO.
(Booth Main Entrance.) 123 Fifth avenue, New York. Exhibiting a line of display fixtures. In charge of S. Goldberg, assisted by W. M. Davenport and others.

GERMAN AMERICAN POST CARD CO.
(Booth 4.) 318 Broadway, New York. Displaying a line of picture post cards.

HAMMOND TYPEWRITER CO., THE (*)
(Booth 139.) 69th street and East River, New York; city office, 212 Broadway. In charge of Chas. O. Gardner, New York manager; assisted by Miss Stephenson, Miss Long, Miss Rechnitz, Mr. Cudney, Mr. Acker and Mr. Hodges.

HANO & COMPANY, PHILIP
(Booth 119.) 806 Greenwich street, New York City, N. Y. Displaying a line of carbon copying methods. In charge of Philip Hano, assisted by others.

HAPGOODS, (INCORPORATED.)
(Booth 90.) 309 Broadway, New York, N. Y. Promoting a system of employment.

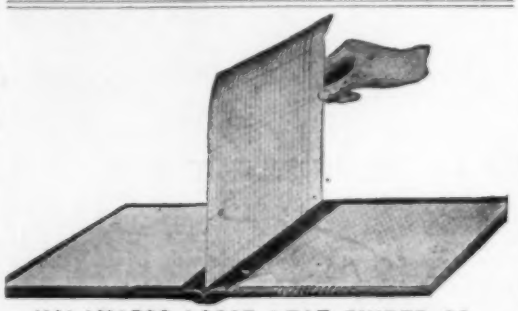
HERRING-HALL-MARVIN COMPANY.
(Booth 81.) 400 Broadway, New York. Displaying a line of safes and vaults. In charge of W. H. Smith, secretary, assisted by J. A. Mittnacht, Jr.

HOME LIFE PUBLISHING CO.
(Booth 224.) 150 Nassau street, New York, N. Y. Displaying a publication devoted to home study.

IDEAL VENTILATOR CO.
(Booth 63.) 338 Weybossett street, Providence, R. I. Displaying a line of window ventilators.

INTERNATIONAL TIME RECORDING CO.
(Booth 53-4.) Endicott, New York; New York office, Flatiron building. Displaying a line of time recorders and time stamps. In charge of T. C. Moore, New York manager, assisted by J. M. King, E. A. Chase, J. E. Barnum, E. R. Baines, E. A. J. Kellar and W. P. Sutton.

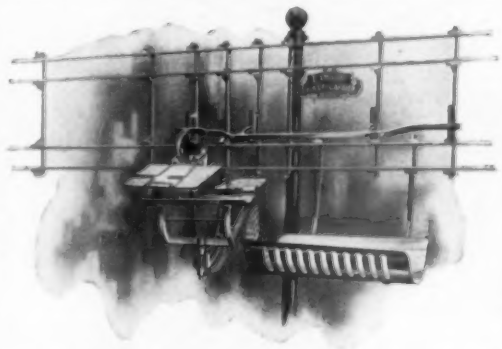
JONES IMPROVED LOOSE LEAF SPEC. CO.
(Booth 72.) 9 South Ann street, Chicago, Ill. Displaying a line of loose leaf specialties and devices. In charge of Harry S. Jones and LeRoy Hill, assisted by others.



KALAMAZOO LOOSE LEAF BINDER CO.
(Booth 21.) Kalamazoo, Michigan; New York office, 150 Nassau street. Displaying a line of loose leaf specialties and devices. In charge of W. E. Rahlmeyer, New York manager, assisted by Messrs. Hathaway, Poole, Martin, Cummings, Kelly, Pelo and H. E. Bushong.

KEE-LOX MANUFACTURING CO. (*)
(Booth 7-8.) Rochester, N. Y.; New York office, 87 Nassau street. Displaying a line of ribbons and carbon paper for all purposes. In charge of John H. Becker, New York manager, assisted by W. T. Becker, W. M. Roger and J. R. Noonan.

KOHLER & SMITH.
(Booth 65.) 298 Broadway, New York. Displaying a line of filing cabinets and systems.



LAMSON CONSOLIDATED STORE SERVICE CO.
(Booth 74-5.) Boston, Mass.; New York office, 225 Fifth avenue. Displaying a system of cash and package transportation for interiors.

LEIGHTON LOCK PROTECTOR CO.
(Booth 79.) 309 Broadway, New York, N. Y. Displaying a line of safe and vault lock protectors.

LUNDSTROM MFG. CO., C. J. (*)
(Booth 55.) Little Falls, N. Y. Displaying a line of office bookcases and filing cabinets. In charge of C. J. Lundstrom and J. J. Brophy.

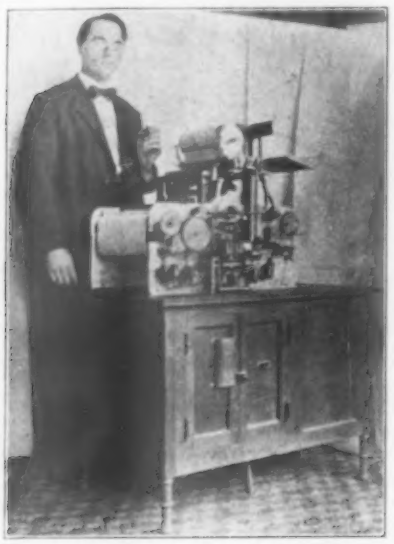
MANHATTAN OFFICE PARTITION CO.
(Booth 61.) 143 Front street, New York, N. Y. Displaying a line of office partitions. In charge of Chas. Kuster, assisted by Alfred Adams and Thos. J. Bushell.

MARTYN & DOOLITTLE.
(Booth 24.) 110 West 34th street, New York, N. Y. Displaying the "Business World" magazine. In charge of L. Etherington, advertising manager.

*See their advertisement in this issue.

MATTHEWS, CHARLES E. (*)

(Booth 85-6-7, 100-1-2.) 275 Canal street, New York, N. Y. Displaying a line of office furniture, including roll top desks, flat top desks and tables. In charge of Chas. E. Matthews.



M'CALL AUTOMATIC TYPEWRITER CO.

(Booth 91-2.) 608 Union National Bank building, Columbus, Ohio. Displaying a line of automatic typewriters, reproducing from one original any number of original duplicates with entire change in salutation, name and address. T. A. McCall, inventor, in charge, assisted by others.

MONARCH MANIFOLD BOOK CO.

(Booth 73.) Laight & Varick streets, New York, N. Y. Displaying a line of manifold books and systems, together with some loose leaf devices.

MONARCH TYPEWRITER COMPANY. (*)

(Booth 126.) Syracuse, N. Y.; New York office, 319 Broadway. Displaying a line of typewriters, for writing and billing purposes. In charge of F. L. Sholes, assisted by the New York City sales staff.

MOUNT & ROBERTSON.

(Booth 56.) 28 Beaver street, New York, N. Y. Displaying a line of office railings and partitions, also office furniture. In charge of W. H. Mount, assisted by Mr. Rowe and Mr. Young.

MORSCHAUSER, W. A.

(Booth 84.) 1 Madison avenue, New York, N. Y. Displaying the "Millionaire" calculating machine (imported). In charge of W. A. Morschauser, assisted by others.

MUELLER & COMPANY, OSCAR.

(Booth 20.) 32 Broadway, New York, N. Y. Displaying a line of calculating machines.

NATIONAL PHONOGRAPH CO. (*)

(Booth 48.) Orange, N. J.; New York office, 31 Union square. Displaying a line of commercial talking machines. In charge of Nelson C. Durand, assisted by others.

NEW YORK TELEPHONE CO.

(Booth 66.) 15 Dey street, New York. Displaying their telephone apparatus.

O. K. FASTENER COMPANY. (*)

(Booth 225.) Syracuse, N. Y. Displaying a line of "O. K." paper fasteners. In charge of James V. Washburne, assisted by Fred Hyers.

"OFFICE APPLIANCES" MAGAZINE.

(Booth 93.) 303 Dearborn street, Chicago, Ill.; New York office, 1901 Tribune building. In charge of Geo. H. Patterson, president; Evan Johnson, secretary-treasurer, and H. E. Robbins, New York representative, assisted by Frank Rutherford and others. Displaying the publication "Office Appliances" and the official program of the National Business Show, the paper now in your hands.

RAPID ADDRESSING MACHINE CO.

(Booth 83-98.) 290 Broadway, New York, N. Y. Displaying a line of stencil card addressing machines. In charge of F. D. Belknap, assisted by E. D. Belknap, G. P. Payson, F. R. Bott and W. H. Waterman.

RED DWARF INK PENCIL CO.

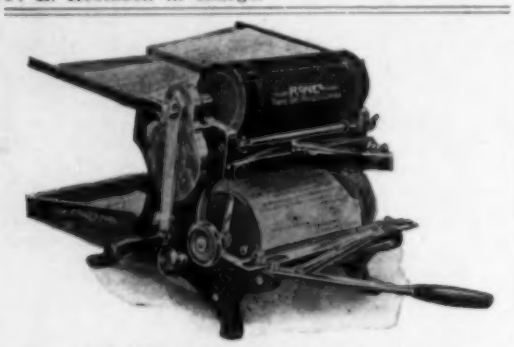
(Booth 219.) 206 Broadway, New York. Displaying a line of "fluid" fountain pens and pencils.

REMINGTON TYPEWRITER CO. (*)

(Booth 94-5, 109-10.) 327 Broadway, New York, N. Y. Displaying a line of typewriters, billing machines and the "Wahl" adding attachment to the typewriter. In charge of F. E. Van Buskirk, assisted by E. Parmly, Jr., and others.

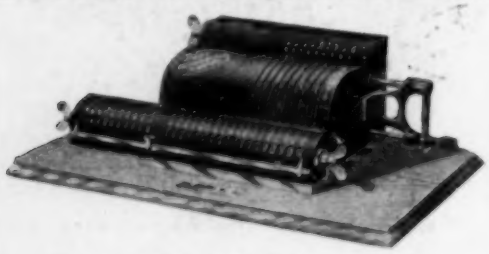
ROBINSON'S TWENTIETH CENTURY LEDGER

ROBINSON BINDER & LOOSE LEAF CO.
(Booth 15.) 10 Warren street, New York. Displaying a line of loose leaf specialties and binders. F. E. Robinson in charge.



RONEO COMPANY, THE (*)
(Booth 108.) 332 Broadway, New York, N. Y. Displaying a line of "Roneo" copying machines—a dry process of copying. In charge of E. A. Klaber, E. H. Klaber, J. S. Kaskel, F. G. Lynn, J. Greenberg, M. Sauber and others.

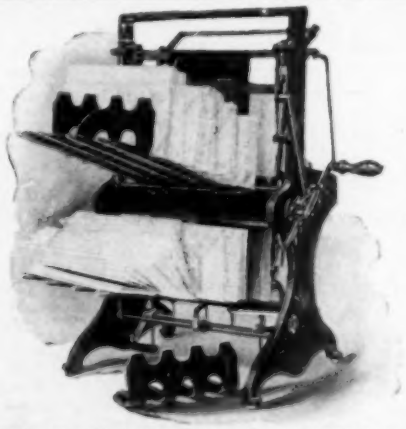
SARLE, JOHN F.
(Booth 57.) 56 John street, New York City, N. Y. Displaying a line of paper. In charge of John F. Sarle.



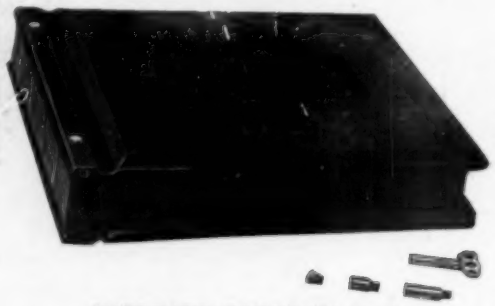
SHAEFER, F. F.
(Booth 40.) 212 Broadway, New York, N. Y. Displaying a calculating machine.

SCOFIELD & COMPANY.
(Booth 60.) 150 Nassau street, New York. Displaying a telephone bracket. In charge of Walter E. Schofield, assisted by Geo. H. Vandervere, H. A. Kunz, A. W. Ryerson, C. W. Kirby and Miss Marion MacMeeker.

SECOR TYPEWRITER COMPANY. (*)
(Booth 118.) Derby, Conn. Displaying the "Secor" billing and writing machine. In charge of C. A. Kirkland, assisted by C. H. Woodward, Peter McKean and N. M. Minnix.

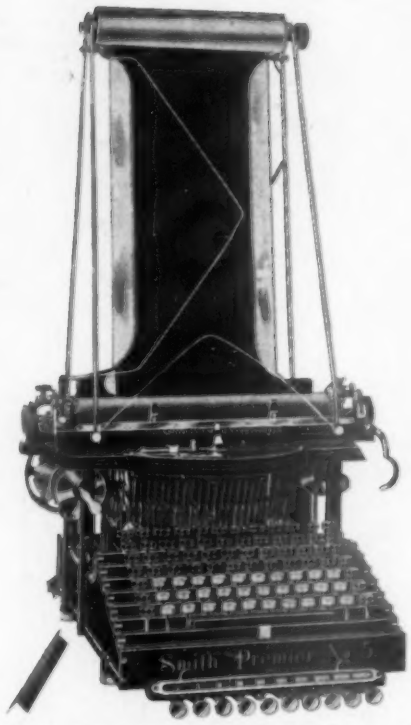


SIMPLEX MANUFACTURING COMPANY. (*)
(Booth 92.) 90 West street, New York City. Displaying an envelope sealer.



SHEPPARD COMPANY, C. E.
(Booth 231.) 63 Cliff street, New York, N. Y. Displaying a line of loose leaf specialties and devices. In charge of C. E. Sheppard, assisted by others.

SYSTEM COMPANY, THE
(Booth 105.) 151 Wabash avenue, New York, N. Y. Displaying the publication "System." In charge of R. R. Lovett, assisted by others.



SMITH PREMIER TYPEWRITER CO. (*)
(Booth 121-2, 135-6.) Syracuse, N. Y.; New York office, 339 Broadway. Displaying a line of typewriters and billing machines. In charge of H. I. Seddon, manager billing department, and R. R. Kind, New York City manager, assisted by H. A. Johnstone, G. A. Baldwin, G. C. Russell, F. W. Adams and W. H. Paddock, Jr., all special billing machine representatives from the executive offices.

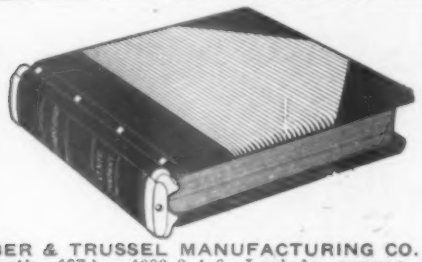
SPACESAVER COMPANY.
(Booth 78.) 1 North Pier, Atlantic Dock, Brooklyn, N. Y. Displaying a combination sink, wash basin and washtub. In charge of W. J. Kibby, assisted by Walter J. Minns and James S. Burke.

STACKPOLE COMPANY, R. D.
(Booth 70-1.) 310 Broadway, New York, N. Y. Displaying the "Syracuse" time recorder. In charge of R. D. Stackpole, assisted by others.

STANDARD & VULCANITE PEN CO.
(Booth 218.) 754 Lexington avenue, Brooklyn, N. Y. Displaying a line of gold pens and fountain pens. In charge of J. D. Turner, assisted by J. Ransom.

*See their advertisement in this issue.

STANDARD ADDING MACHINE COMPANY. (*)
(Booth 133.) St. Louis, Mo.; New York office, 239 Broadway. Displaying the Standard adding machine and supplies. In charge of E. J. Gantz, sales manager, assisted by the local agents.

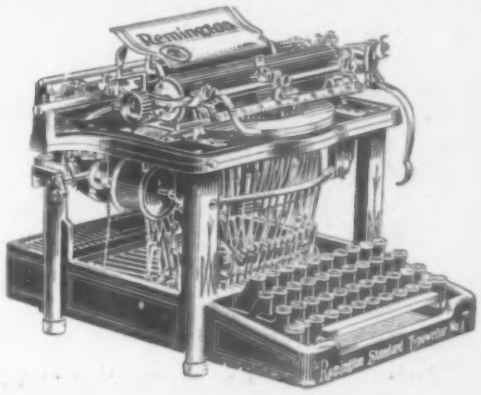


SIEBER & TRUSSEL MANUFACTURING CO. (*)
(Booth 107.) 4000-2-4-6 Laclede avenue, St. Louis, Mo.; New York office, 82 Duane street. Displaying a line of loose leaf specialties and devices. In charge of F. W. Risque, assisted by others.

TECHNICAL SUPPLY CO.
(Booth 34.) 46 East 14th street, New York. Displaying a line of drawing material. In charge of E. Root Brown, assistant manager, and A. L. Christopher, assisted by H. E. Wallace, Frank Merchrod, A. J. Grunwald and E. A. Sherman.

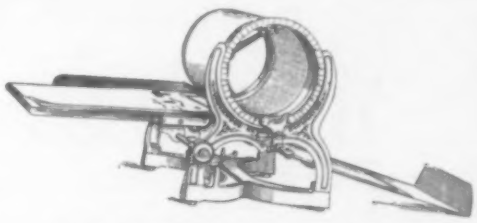
TYPEWRITER PRINTING MACHINE CO. (*)
(Booth 35.) 522 White building, Buffalo, N. Y. Displaying the "Writerpress" for making facsimile typewritten letters. A duplicating machine. In charge of H. L. Bean, E. M. Bennett, E. P. Lerner and Chas. E. Adamson.

TODD COMPANY, G. W. (*)
(Booth 67.) Rochester, N. Y.; New York office, 425 Temple court. Displaying a line of "Protectograph" check protectors. In charge of G. W. Todd, assisted by others.



TYPEWRITER SPECIALTY COMPANY. (*)
(Booth 78.) 78 West street, New York, N. Y. Displaying a line of typewriter covers and typewriter specialties. In charge of Milton H. Kellogg, assisted by others.

UNDERWOOD TYPEWRITER COMPANY. (*)
(Booth 80.) 241 Broadway, New York City, N. Y. Displaying a line of typewriters and billing machines. In charge of N. A. Hiller and H. S. McCormack, and assisted by the New York sales staff.



UNDERWOOD DUPLICATOR CO. (*)
(Booth 120.) 241 Broadway, New York, N. Y. Displaying a line of stencil duplicators. In charge of S. T. Smith, Jr., assisted by others.

UNION TOWEL SUPPLY COMPANY.
(Booth 41.) 630 Grand street, Jersey City, N. J. Displaying an office towel and toilet supply.

UNIVERSAL ADDING MACHINE CO. (*)
(Booth 82-96-7.) 3807 LaClede avenue, St. Louis, Mo.; New York office, 200 Broadway. In charge of Arthur E. Burnett, eastern sales agent, assisted by William H. Riggs, C. H. Everhart, Charles Kendall, Charles E. Jackson and J. H. McCarthy.

UNITED SALES COMPANY.
(Booth 76.) 52 Beaver street, New York, N. Y. Displaying an envelope sealer and other office specialties.

VICTOR TYPEWRITER COMPANY. (*)
(Booth 32-3.) 812 Greenwich street, New York N. Y. Displaying a new visible writing typewriter. In charge of Geo. W. Campbell, assisted by others.

VECHTEN WARING & COMPANY.
(Booth 220-6.) 92 John street, New York, N. Y. Displaying a line of printing.

WEEKS-HOSKINS COMPANY, A. A. (*)
(Booth 52.) 354 Broadway, New York, N. Y. Displaying a line of stationery specialties and novelties.

*See their advertisement in this issue.

MARCUS WARD COMPANY.
(Booth 235.) 116 39th street, Brooklyn, N. Y. Displaying a line of paper.

(Continued from Page 50, Column 3.)

Travelers' Expense Books, Typewriters, Typewrier Cabinets, Typewriter Supplies and Tabulating Devices.

North Freedom, Wis.

North Freedom Lumber & Produce Company, North Freedom, Wis. Lumber, fuel and produce. Geo. W. Hackett, secretary. C. E. Phillips, purchasing officer. Interested in **Copying Presses, Coupon Books, etc.**

Tacoma, Wash.

Acme Garage Company, Inc., 1210 Tacoma Ave., Tacoma, Wash. Dealers in autos and supplies. J. B. Knight, purchasing officer. Ready October 1.

Platteville, Wis.

Conson Mining Co., Platteville, Wis. Mining. L. M. Esterbrook, secretary.

Cleveland, Ohio.

The McDonald Brothers Company, 324 Hickox Building, Cleveland, Ohio. Heating engineers and sales agents. Wm. F. McDonald, secretary and purchasing officer.

Seattle, Wash.

Poultry Producer's Union, 9th and Union St., Seattle, Wash. Poultry and eggs. C. H. Severance, treasurer and manager.

Morgantown, W. Va.

Otterman Manufacturing Co., Morgantown, W. Va. Makers of singletrees and yokes. C. C. Rose, secretary. Ready about Oct. 15.

Detroit, Mich.

Union Wire Fence Loom Co., 214 Moffat Block, Detroit, Mich. Makers of looms and fencing. Frank A. Andrus, secretary.

Evansville, Ind.

Smokeless Fuel & Fertilizing Co., 429 Vine St., Evansville, Ind. Manufacture of fuel and fertilizer. R. D. Huxley, secretary and purchasing officer. Interested in: **Bookkeepers' Supplies, Carbon Paper, Card Indexes, Check Books, Desks, Desk Specialties, Erasers, Ink and Ink Stands, Letter Files and Trays, Loose Leaf Devices, Office Furniture, Paper, Paper Fasteners, Pens and Pencils, Partitions, Rubber Stamps, Safes, Scales, Signs, Stenograpers' Supplies, Time Stamps, Typewriters, Typewriter Supplies and Cabinets.** Ready January 1, 1908.

New York City, N. Y.

The Imperial Engraving Co., Inc., 23 Union Square, New York, N. Y. Photo engraving and designing. Joseph Jones, secretary. Frederick A. Flick, purchasing officer. Interested in: **Binders, Blank Books, Book Cases, Cabinets, Bookkeepers' Supplies, Card Indexes, Check Books, Copying Presses, Copy Holders, Invoice Books, Paper, etc.** Ready October 14, 1907.

Walla Walla, Wash.

First National Life Assurance Society, 308 Ransom Building, Walla Walla, Wash. Life insurance. Interested in: **Adding Machines, Book Typewriters, Check Protectors, Office Furniture (wood and metal), Loose Leaf Devices, Safes, Typewriters, etc.**

Philadelphia Business Show

...IS...

A show on business principles
A show for business men
A show of quality, and
A show for results

Ask any exhibitor in the last show

NEXT SHOW IS

March 14-21, 1908

Interesting Facts and Figures

Commercial Philadelphia

PHILADELPHIA leads the world in the manufacture of carpets and rugs, with a yearly output worth $25,000,000, and employing 16,500 persons in 150 mills.

There are ninety-three establishments producing woolen cloths with a yearly output worth $12,340,012.

Thirty-six establishments manufacture worsted cloths with a yearly output of $26,900,000.

There are one hundred and twenty-two cotton goods factories whose annual product is worth $15,723,654.

One hundred and fifty hosiery and knit goods mills produce annually goods worth $15,000,000.

Eighty-four factories make men's hats, caps and materials valued at $7,000,000 annually.

Three hundred and ninety-seven establishments produce men's clothing at an annual value of upwards of $20,000,000.

Sixty-six shirt factories produce goods valued at $6,000,000 annually.

Four hundred and fifty machine shops and other iron working establishments have an annual output of $75,000,000.

Philadelphia Industries

PHILADELPHIA, with one-sixtieth of the population of the United States, furnishes one-twentieth of its manufactures.

Philadelphia's output in manufactures is equal to the total product of the State of New Jersey and twice that of California.

Philadelphia's manufactories include 15,887 separate establishments, representing a capital investment of $476,529,407, (1906).

These establishments employ 246,445 wage-earners, receiving annually $111,847,076 in wages, (1906).

Philadelphia's factories consume annually raw materials valued at $326,877,441, (1906).

The value of the total annual output is $603,466,526, (1906).

Philadelphia has a jobbing and wholesale trade estimated at $500,000,000 annually.

There are more than one thousand houses in the city engaged in the wholesale trade.

Three of the leading railroad systems in the United States have their termini and main offices in Philadelphia—Pennsylvania Railroad, Baltimore & Ohio Railroad and Philadelphia Reading Railway.

Is this field worth anything to you?

BUSINESS SHOW CO.

Room 808, 1420 Chestnut St., Philadelphia

WM. H. BARTLEMAN President — **EDWIN A. BATEMAN** Treasurer — **HARRY D. SNYDER** Secretary

Musical Programme — National Business Show

d'Aquin's Madison Square Garden Concert Band

GUSTAVE d'AQUIN, Director

SATURDAY EVENING, OCTOBER 12.

I.

1. March—Business Show ..... d'Aquin
2. Overture—The Jolly Robbers ..... Suppe
3. Waltz—Gesundheit ..... Helf
4. Selection—Mlle. Modiste ..... Herbert
5. Grand vocal solo—" 'Neath the Old Acorn Tree, Sweet Estelle" .... Helf
   Mr. John J. Nester.
6. Albion—A Grand National Fantasie ..... Baereus

II.

1. March—La Likette ..... Daris
2. Overture—William Tell ..... Rossini
3. Waltz—La Gitana ..... Buccalosi
4. Selection—Carmen ..... Bizet
5. The Glow-Worm ..... Lincke
6. March—The Free Lance ..... Sousa

MONDAY AFTERNOON, OCTOBER 14.

I.

1. March—Berlin Echoes ..... Lincke
2. Overture—Bohemian Girl ..... Balfe
3. Waltz—Golden Sunset ..... Hall
4. Grand selection—Lucia di Lammermoor ..... Donizetti
5. Way Down South ..... Middleton
6. Grand vocal solo—"Every Little Bit Added" ..... Helf
   Mr. John J. Nestor.

II.

1. March—Sounds of Peace ..... Von Blon
2. Overture—Poet and Peasant ..... Suppe
3. Waltz—In the Woods ..... Ziehrer
4. Selection—It Happened in Nordland ..... Herbert
5. March—La Petite Tinkinoise ..... Scott

EVENING.

I.

1. March—The Victorious ..... Rosey
2. Overture—Maritana ..... Wallace
3. Waltz—Santiago ..... Corbin
4. Grand selection—Faust ..... Gounod
5. Grand vocal solo—"Captain Baby Bunting" ..... Helf
   Mr. John J. Nestor.
6. Grand American Fantasie ..... Herbert

II.

1. March—La Sorrella ..... Gallini
2. Overture—Light Cavalry ..... Suppe
3. Selection—The Red Mill ..... Herbert
4. Waltz—Wine, Women and Song ..... Strauss
5. March—Happy Heine ..... Lampe

TUESDAY AFTERNOON, OCTOBER 15.

I.

1. March—Gehn wir noch in's Cafe ..... Lincke
2. Overture—Fra Diavolo ..... Auber
3. Waltz—Golden Youth ..... Waldteufel
4. Grand selection—Cavalleria Rustincana ..... Mascagni
5. The Siamese Parade ..... Lincke
6. Grand vocal solo—"Untying the Leaves" ..... Helf
   Mr. John J. Nestor.

II.

1. March—2d Connecticut Regiment ..... Reeves
2. Overture—Martha ..... Flotow
3. Waltz—La Grand Via ..... Valverde
4. Selection—Spring Chicken ..... Carl
5. March—Prophet ..... Meyerbeer

EVENING.

I.

1. March—Sounds of Peace ..... Von Blon
2. Overture—Chimes of Normandy ..... Planquette
3. Waltz—La Barcarolle ..... Waldteufel
4. Grand selection—Il Trovatore ..... Verdi
5. Grand vocal solo—"Captain Baby Bunting" ..... Helf
   Mr. John J. Nestor.
6. A Grand Medley of the Latest Popular Melodies ..... G. Edwards

II.

1. March—The Reveil ..... d'Aquin
2. Overture—Morning, Noon and Night ..... Suppe
3. Waltz—Enchantment ..... Alberti
4. Selection—Little Johnny Jones ..... Cohan
5. March—Arrah Wanna ..... Morse

WEDNESDAY AFTERNOON, OCTOBER 16.

I.

1. March—Semper Fidelis ..... Sousa
2. Overture—Mirella ..... Gounod
3. Waltz—Artist's Life ..... Strauss
4. Grand selection—Mme. Butterfly ..... Puccini
5. (a) Red Bird (the Indian Bride) ..... Reed
   (b) American Patrol ..... Meacham
6. Grand vocal solo—" 'Neath the Old Acorn Tree, Sweet Estelle" ..... Helf
   Mr. John J. Nestor.

II.

1. March—Compliments ..... Belstead
2. Overture—Lustpiel ..... Keler Bela
3. Waltz—Love Me and the World Is Mine ..... Ball
4. Selection—The Parisian Model ..... Hoffmann
5. Midsummer Night's Dream ..... Mendelssohn

EVENING.

I.

1. March—Madison Square Garden ..... d'Aquin
2. Overture—If I Were King ..... Adam
3. Waltz—Weiner Blut ..... Strauss
4. Grand selection—Aida ..... Verdi
5. Grand vocal solo—Every Little Bit Added ..... Helf
   Mr. John J. Nestor.
6. Selection—It Happened in Nordland ..... Herbert

II.

1. March—Exhibition ..... Fahrtach
2. Overture—Maritana ..... Wallace
3. Waltz—Spanish Serenade ..... Metra
4. Selection—The Sho-Gun ..... Luders
5. March—My Mariouch ..... H. von Tilzer

THURSDAY, AFTERNOON, OCTOBER 17.

I.

1. March—With Laurel Wreath ..... Von Blon
2. Overture—Zampa ..... Herold
3. Waltz—1001 Night ..... Strauss
4. Grand selection—Carmen ..... Bizet
5. Cherry—Intermezzo ..... Albert
6. Grand vocal solo—"Captain Baby Bunting" ..... Helf
   Mr. John J. Nestor.

II.

1. March—George Washington Jr. ..... Cohan
2. Overture—Orpheus ..... Offenbach
3. Waltz—In My Merry Oldsmobile ..... Edwards
4. Selection—Fantana ..... Hubbell
5. Grand March—Tannhauser ..... Wagner

EVENING.

I.

1. March—Love in Black and White ..... Halet
2. Overture—The Merry Wives of Windsor ..... Nicolai
3. Waltz—Tout Paris ..... Waldteufel
4. Grand selection—Lucia di Lammermoor ..... Donizetti
5. Grand vocal solo—"Untying the Leaves" ..... Helf
   Mr. John J. Nestor.
6. Pan-Americana ..... Herbert

II.

1. March—Dixieland ..... Lampe
2. Overture—Raymond ..... A. Thomas
3. Waltz—Wine, Women and Song ..... Strauss
4. Selection—Babes in Toyland ..... Herbert
5. March—Red Domino ..... Henry

FRIDAY AFTERNOON, OCTOBER 18.

I.

1. March—Business Show ..... d'Aquin
2. Overture—The Jolly Robbers ..... Suppe
3. Waltz—Carissima ..... Penn
4. Grand selection—Rigoletto ..... Verdi
5. Reed Bird—Intermezzo ..... Reed
6. Grand vocal solo—"Every Little Bit Added" ..... Helf
   Mr. John J. Nestor.

II.

1. March—The Victorious ..... Rosey
2. Overture—Massaniello ..... Auber
3. Waltz—The Kiss ..... Arditi
4. Selection—The Grand Mogul ..... Luders
5. Grand march—Queen of Sheba ..... Gounod

EVENING.

I.

1. March—The Free Lance ..... Sousa
2. Overture—The Bohemian Girl ..... Balfe
3. Waltz—Vienna Beauties ..... Ziehrer
4. Grand selection—La Boheme ..... Puccini
5. Grand vocal solo—" 'Neath the Old Acorn Tree, Sweet Estelle" .... Helf
   Mr. John Nestor.
6. A Grand Medley of the Latest Popular Melodies ..... G. L. Hall

II.

1. March—Berlin Echoes ..... Lincke
2. Overture—Poet and Peasant ..... Suppe
3. Waltz—Enchantment ..... Alberti
4. Selection—The Yankee Consul ..... Robyn
5. March—Gehn wir noch in's Cafe ..... Lincke

SATURDAY AFTERNOON, OCTOBER 19.

I.

1. March—Madison Square Garden ..... d'Aquin
2. Overture—Light Cavalry ..... Suppe
3. Waltz—The Jolly Brother ..... Volstedt
4. Grand selection—Faust ..... Gounod
5. The Siamese Parade ..... Lincke
6. Grand vocal solo—"Captain Baby Bunting" ..... Helf
   Mr. John J. Nestor.

II.

1. March—La Likette ..... Daris
2. Overture—If I Were King ..... Adam
3. Waltz—La Gitana ..... Buccalosi
4. Selection—Mlle. Modiste ..... Herbert
5. March—Happy Heine ..... Lampe

EVENING.

I.

1. March—Sounds of Peace ..... Von Blon
2. Overture—Maritana ..... Wallace
3. Waltz—La Barcarolle ..... Waldteufel
4. Grand selection—Cavalleria Rusticana ..... Mascagni
5. Grand vocal solo—"Every Little Bit Added" ..... Helf
6. Grand American Fantasie ..... Herbert

II.

1. March—Love in Black and White ..... Halet
2. Overture—Morning, Noon and Night ..... Suppe
3. Selection—The Red Mill ..... Herbert
4. Waltz—Love Me and the World Is Mine ..... Ball
5. March—Business Show ..... d'Aquin

"Home, Sweet Home."

RULES AND REGULATIONS

FOR THE

International Typewriting Contest

For Speed and Accuracy—The Championship of the World

To be held in Madison Square Garden, New York City, N. Y., during the week of The National Business Show.

CONTEST OPEN TO ALL

1st Prize:	**$200.00**	**3rd Prize:**	**$100.00**	**5th Prize:**	**$25.00**
2nd Prize:	**150.00**	**4th Prize:**	**50.00**	**6th Prize:**	**25.00**

GRAND PRIZE: SILVER TROPHY, VALUE $1,000.00. (A perpetual Prize.)

(1st TUESDAY OCT. 15, 1907) PRELIMINARY EVENTS (2d WEDNESDAY OCT. 16, 1907)

15 MINUTES—WRITING FROM MANUSCRIPT—Plain Copy.

ENTRANCE FEE, $2.50

The first 10 operators in the first Preliminary, and the first 5 operators in the 2nd Preliminary event, with the best record, are entitled to compete in the Final Event. An operator not making the necessary points in the 1st Preliminary, may enter the 2nd Preliminary event upon payment of a second entrance fee.

FINAL EVENT

THURSDAY, OCTOBER 17th, 1907

ONE HOUR—WRITING FROM MANUSCRIPT—Varied Copy.

ENTRANCE FEE, $10.00

Tables, paper and chairs will be furnished by the management.

Contestants may use any machine of their choice.

In event of break-down of machine, another may be substituted.

Contestants must furnish their own machines.

The contest will begin promptly at 8 p. m. on the evening designated.

All entries must be in not later than 12 o'clock noon on the day the contest takes place.

For every error named below, FIVE WORDS will be deducted from the total number written:

Striking the wrong letter.
Failure to space between words.
Omission of a word.
Piling letters at the end of a line.
Failure to begin lines at SPACE TEN, except at beginning of Paragraphs. (The writing line shall be from 10 to 75 on scale.)
Deviation from the Manuscript in Paragraphing, Punctuation, Capitalization, etc.
For inclined margin, caused by improper insertion of paper.
For two or three inch margin at bottom of sheet.
For faulty use of Shift-key.

In no event shall more than one error be counted in any one word.

All contestants will write double space, on legal size paper.

The operators writing correctly the greatest number of words in the given time, after the penalties have been deducted, will be declared the winners.

Copy will be selected by the Judges and handed to the contestants by them just before the contest starts.

In the event of Foreigners competing, unacquainted with the English Language, copy in their own language will be selected by the Judges, to correspond with that furnished in English.

In the Final Event the Manuscript shall consist of an equal portion of legal matter, Newspaper Copy and Business Letters. In the Preliminary event the copy shall be anything selected by the Judges.

The contest will take place on the Stage of the Concert Hall, and no one will be permitted to be on the stage unless they have a Card furnished each person who has registered to compete.

If a machine breaks down, this fact will not be taken into consideration by the Judges.

The decision of the Judges is final.

The passing upon errors on copy in the Preliminary Events to be done by the Judges behind locked doors, immediately following the event.

The passing upon errors in the FINAL EVENT to be done by the Judges on the day following the Contest, and the decision announced during that day at the Madison Square Garden.

Any one set of contestant's work to be read carefully by at least two Judges, and passed upon by a majority of the Judges.

The contestants shall be allowed to peruse their work after the winners of the event have been announced, for their personal benefit only, that they may ascertain the manner of making errors and for their future guidence, but in no event shall they be allowed to criticise the decision of the Judges.

The attending audience shall remain seated during the entire time of the contest. No loud talking will be permitted.

This entire schedule can be added to, and is subject to change at the discretion of the management.

For further information, blanks, etc., address,

GEO. H. PATTERSON, 1901 Tribune Bldg., New York City, N. Y.

ENGLAND—A VIRGIN FIELD

The greatest manufacturer of Office Appliances is America; England is the most important buyer, and will undoubtedly remain so for some time. American manufacturers of office appliances are seeking new markets; the American field is in danger of becoming oversold. Great Britain is the natural outlet—five days away.

THE LONDON BUSINESS EXHIBITION
February 27th to March 7th, 1908

(Promoted by the "ORGANISER MAGAZINE."

Mr. E. D. ROBBINS, the Managing Director of the London Business Exhibition, will be present in New York during the business show to be held in that city, to arrange stands for American Exhibitors. Any communications should be addressed: c/o OFFICE APPLIANCES, 1901 TRIBUNE BUILDING, NEW YORK

England is undergoing a great awakening in her business methods.

The great majority of businesses in this country have yet to organise on scientific lines. That they will do so is sure.

The first business exhibition held in London at Olympia during July last was treated by press and public as an event of national importance.

The most respected political and commercial men lent their names as patrons—Members of the Peerage, Members of Parliament, Bankers, Merchants, Manufacturers and representatives of every commercial interest.

Heads of businesses and of Government Departments came to investigate and remained to place large contracts.

Every Exhibitor was delighted with results. Mr. Robbins will bring some of their letters with him. Almost unanimously they are rebooking for the next exhibition.

The Exhibition, **promoted by the "ORGANISER MAGAZINE,"** is under the ægis of powerful commercial men and a great success is assured.

American firms wishing to establish or extend their European business should take space at the Spring Exhibition. Arrangements can be made to appoint Agents to continue after the Exhibition if desired.

Olympia contains a great floor area and is easily reached from every quarter of the city.

London is the largest city in the world, the capital of the richest empire, and is the centre of established businesses and vast interests. These established concerns are rapidly equipping their offices with every labour-saving device, and are adopting new methods of sales promotion.

THE ORGANISER EXHIBITION AND PUBLISHING COMPANY, LTD.

2 Breams Buildings, Fetter Lane, London, England.

Or of Mr. E. D. Robbins, c/o Office Appliances, New York, as above.

CARD INDEX
and
VERTICAL FILING SUPPLIES

We make a full line of

Index Cards

Guide Cards

Vertical Filing Folders

Card Index Cabinets

Vertical Files

Transfer Cases

EVERYTHING MODERN IN OFFICE EQUIPMENT

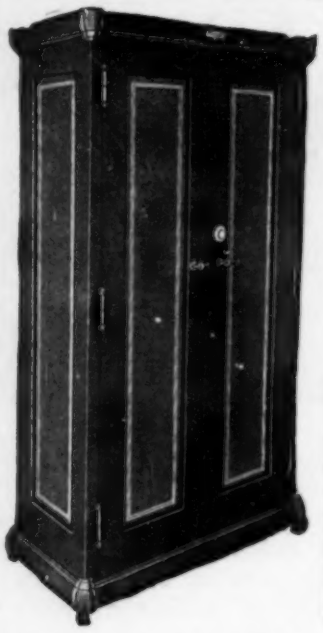
OUR NEW YEAR'S OFFER

Cabinets and Filing Cases with orders for cards, guides and folders.

The most liberal inducements ever made to secure your orders

Send for circular and order blank giving full details and prices.

American Business Supplies Co.
212 Summer Street Boston, Mass.



THE "DICK" STEEL
Safe-Cabinet
Patented Jan. 9, 1907

"For Universal Use"

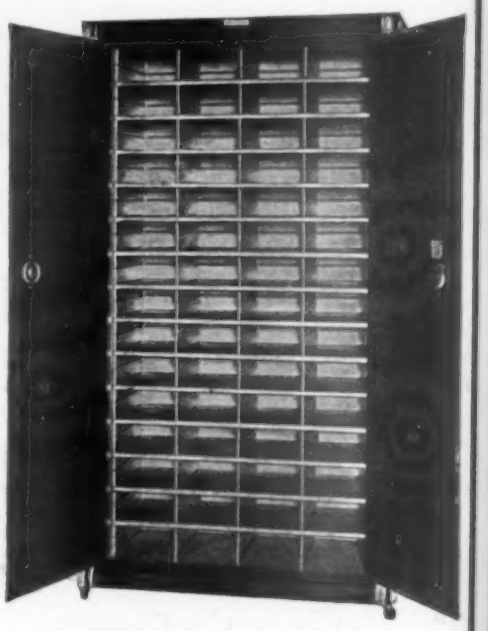
Every man with an office is a possible customer
Good margins to Dealers
Made in various sizes

A SAFE Proposition for the Office Equipment Man

Made entirely of Steel and Fireproof material. Gives security against fire, theft and dust. Nearly as light and cheap as wood. Has stood a white-heat test.

Write for Prospectus and Territory

The Safe-Cabinet Company
ERIC WILDER, Supt. of Sales
CINCINNATI :: OHIO



The Standard Adjustment of Shelving. Can be Changed to meet any requirement.

PROGRESSIVE FIRMS INSTALL THE
LITTLE GIANT
POWER PRESS

because it will print and emboss at one operation accurately from steel dies or plates faster and with more economy than any other machine of this character.

Has plenty of open feed room, allowing any size sheet to be fed with ease. Registers accurately, giving the finest results obtainable. Has all the adjustments in front of the press within reach of the operator at all times. Enables you to make prices which will land the order at better profits. It will earn its cost in a short time.

Write us for Catalog, Price, etc. Bring or send us your dies for a demonstration

MANUFACTURED AND FOR SALE BY

Hawkins-Wilson Co., inc., 712 Sansom St., Phila., Pa.

Canadian Agents: The J. L. Morrison Co., 445-447 King St., W., Toronto, Can.
Cuban Agents: Arturo Hernandez Mejia, Havana, Cuba
Mexico Agents: Parson & Bros., Mexico City

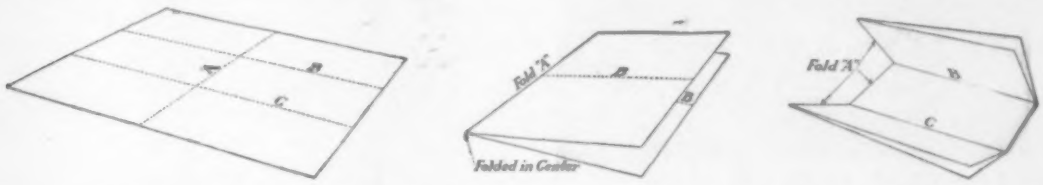
Description of Dick's Mailing Machine

Small Machine Does Wonderful Things and Has Proven a Success for the Quick Handling of all Sorts of Correspondence.

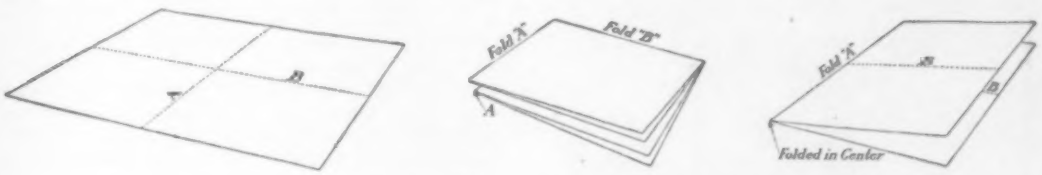
BY U. G. CASE.

This is a commercial age. Competition and the neecssity to accomplish in the least possible time, with sacrifice of the least energy and labor, with the least expense, makes it a fruitful era for inventive genius. The present day conduct of business, therefore, requires office labor saving devices that will facilitate the work, systematize it, and do it at the lowest possible cost. This magazine bears testimony to the fact that new devices are invented and marketed, practically every month. We are never surprised, in a measure, when new clever and wonderful devices are called to our attention, as the American habit now anticipates them.

Strictly mail order houses and mail order departments of many business institutions, have come into existence and are successful. They need no introduction here. These decided successes have come about through conducting such business by mail, and that requires advertising matter of every description. A branch that has come into decided favor and now used more or less by all business houses, is the circular letter, whether printed with a printing press or some duplicating process. Go to any well known business houses and one finds in use large quantities of printed matter in note, letter and legal sizes, or a trifle smaller or larger than the commonly used standard sizes.



The old methods, and particularly the new methods of conducting a systematic business, brings along, very necessarily, many office forms. These, too, usually are printed in standard sizes, or close to them. All such matter that is mailed (and trillions of copies are every year) must first be folded. What are known as standard folds are commonly used, and these are then inserted into standard size envelopes, known as small and large. For a long time the problem has agitated business houses how to fold them quickly, accurately, with the least labor, time and expense. The method in vogue has been to fold such matter by hand. This is unsatisfactory and not in line with other up-to-date ways of doing things. Hand folding is as old as are human hands and the invention of paper.



The folding by hand means the employment of help, the number depending upon the quantities a business house has to fold, frequently running up to several dozen operators—occasionally 50 to 100. The employment of such operators, making changes, taking care of them in every way, is no easy task. As simply employes, to begin with, it means a large expense; so much so, that circularizing is not carried on as extensively as it would be if such business houses knew of a method that would greatly lessen the number of hand folders, and particularly the expense. A corps of operators require space, and that usually means considerable rent—another expense. There are many inconveniences, annoyances and delays incident to this, too numerous to mention here.

The A. B. Dick Company of Chicago and New York, the well known manufacturers of the Edison Mimeograph and Supplies, have solved the problem of such folding—in the every day vernacular, they supply "a long-felt want." With the growth of circularizing they have seen the necessity of inventing an Automatic Circular Letter Folding Machine that will save space, time, labor, help, trouble, varied expenses, greatly increase the capacity and remove the general contentions of the past. It is purely automatic, and is operated by hand power or motor power. See illustration.

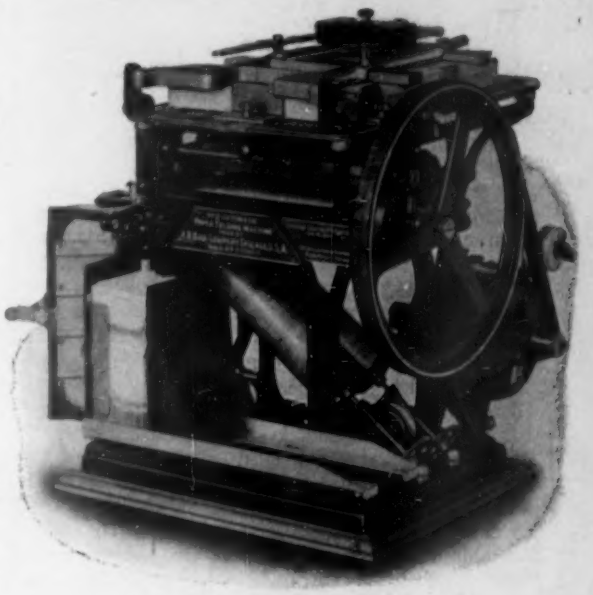
Is a Wonderful Invention.

This device is really a wonderful invention—it is almost human in the work it does. It was specially designed for office use by any business house that has small or large quantities of printed matter to fold. It is handsomely and perfectly made—best materials and labor are procured. It has passed the experimental period. It has received the severest tests possible by many lines of business in various parts of the country. Its wearing qualities have surpassed their expectations. Many unsolicited testimonials bear testimony to this. Upon examination one is surprised at its simple construction, how easily and quickly the adjustments are made, and how easily taken care of and operated.

It is a marvel of an office device. In size it is but a trifle larger than an ordinary size typewriter. Its weight is such that any man can remove it to wherever desired. No special furniture is required, as it can be operated on any office stand, table or desk. Any one, by reading their complete instructions, can easily operate it. They supply specially made motors, at a very reasonable cost, so it can be run in connetion with electricity supplied by the same current that supplies electric light to an office.

They manufacture two styles of machines, a Number One and a Number Two, each making its own individual folds. They will fold any weight paper commonly used—thin, medium, heavy, smooth or rough. The sizes they will fold are fixed limits, being somewhat smaller and larger than the commonly known sizes of note, letter and legal. A package of paper is simply placed on a receiving-bed, a few simple adjustments made for whatever size paper one desires to fold, and then turn a crank, or turn on the current if a motor is used, and the machine will do the rest, feeding automatically, and stacking the sheets consecutively and accurately on an attachment that holds many folded sheets. The speed at which it folds is something that immediately attracts one's attention. It will fold eight times as fast, and perfectly as experts can fold by hand. This means that one person in one hour can fold as many circulars as the same person can fold by hand in eight hours.

The room one machine and one operator occupy is very small as against room required for eight persons. The maximum cost of folding with the No. 1 machine is three cents per 1,000 sheets, while hand folding costs from 20 to 30 cents per 1,000. On the No. 2 the cost is five cents per 1,000 as against 30 cents to 45 cents per 1,000 by hand. A machine very soon pays for its original cost. It will fold millions upon millions in ten years or more. It does make money. It commends itself to any progressive house having folding to do.



DICK'S AUTOMATIC MAILER.

Description of the Machine.

The Number One machine is, in dimensions, only 17 inches high, 19 inches deep, and 16 inches wide. This machine takes sizes from four inches by five inches, to 10 inches by 16 inches, for small and large size envelopes. It will make a one-fold, two-fold and double parallel folds. See illustrations. Its speed is from 6,000 to 7,000 per hour, depending on

the quality of paper used. It is specially adapted for folding circulars, small and large, price lists, statements and other forms.

The Number Two machine is, in dimension, only 16 inches high, 18 inches deep and 20 inches wide. This machine makes three-folds ready for the usually used No. 6 or No. 6½ envelope. See illustrations. Circular letters are generally folded in three-folds, so that this machine has the greatest demand or sale, as practically all business houses have such letters to be folded. It does the work remarkably well. It will fold in three-folds sizes from 7½ inches by 10¼ inches, to 9 inches by 12 inches, thus embracing about all circular letters commonly used. The speed is from 4,000 to 5,000 per hour. With an ingenious attachment this same machine will also make a two fold of circulars from three inch by seven and a half inch, to six inch by nine inch. See illustration under No. 1 machine. It will do this at a speed of from 5,000 to 7,000 per hour. With still another attachment, it will also make a square or colonial fold of sizes from 7½x10 inch to 9x12 inch. See illustrations. This fold is mostly used for foreign correspondence, and by foreign business houses, as also for elite correspondence. The speed is the same as for three-folds.

JOHNSON AND SHOLES MOVE.

Monarch's Chicago Office Now Under the Guidance of Well-Known Typewriter Man Who Has Fifteen Years of Experience Behind Him.

S. P. Johnson, who was formerly with the Monarch Typewriter Company at Washington, D. C., and later at St. Louis, has taken the place recently vacated by F. L. Sholes, who is now manager of the New York office of the Monarch. Mr. Johnson has spent fifteen good years in the typewriter business and has made a good record every minute of the time. He is thoroughly conversant with every phase of the business and is in thorough sympathy and touch with the Monarch interests and Monarch ideas.

His promotion to the management of the Chicago office places him in one of the best jobs in the Monarch organization and gives him an office that opens up wider possibilities than any one he has been connected with heretofore. Mr. Johnson is quite well known all over the country and is popular wherever he has acquaintances. His training has been of such a nature that he is thoroughly qualified to make a big success of the Chicago business and his elevation was won by his attention to detail and his knowledge of business ethics generally. His success in the future is sure to exceed past performances, although he has made a record that anyone might well be proud of.

Mr. Sholes, who has already taken charge of the New York office, is a born typewriter man. He has learned all of the details of the business from the ground up, for he understands every step from factory to office management, and his past experience is standing him in good stead in his new connection.

He has managed offices in various parts of the country and when he took hold of the Monarch business in Chicago he had a task before him that men of less nerve and stamina would have quailed at and fallen under, but Sholes put his broad shoulders to the wheel of business and forced the Chicago office rapidly to the front and made it one of the shining stars in the Monarch crown of branch offices.

The fact that his work was appreciated and that he made good in unusual fashion is evi-

S. P. JOHNSON.

which must necessarily be the most important in the country. He had worked up the Chicago business to a point where it was windenced by the fact that he has been elevated to the management of the New York office,

F. L. SHOLES.

ning big and now he takes hold of a new territory and will do even greater things with this.

Sholes has more friends than the typewriters he has sold—that is a good many. He has been selling typewriters for a long time and he is the kind of fellow who never knows and never will know the meaning of the word "fail."

"BILLIE" SMITH GOES TO DETROIT.

William F. Smith, familiarly known to his intimates throughout the typewriter and cash register business as "Billie," and recently connected with the L. C. Smith & Brothers Typewriter Company, in their Chicago office, has been appointed manager of the same company's Detroit branch, the change taking place immediately.

Mr. Smith was assistant manager of the Chicago office, under J. H. Newport, and as a "floor man" was probably one of the most popular men in the city, having the ability to handle "prospects" who visited the office in such a manner that most any of the salesmen were perfectly willing and contented to allow their chances to rest with the showing made by "Billie," and as one salesman put it, "Mr. Smith was so courteous, so perfect in his demonstration and so thoroughly satisfactory as an inside man, that I was never concerned as to the outcome of a sale if he had the liberty of showing the machine, and many a sale I can lay to him."

The position of "inside man" for any typewriter company is a critical one, and requires special talent to represent both the interests of the house, the salesman and the customer. "Billie" possessed all three.

W. F. Smith, entered the typewriter business in 1900, beginning as an errand boy for the Smith Premier Company at Peoria, and later was transferred to Chicago, entering the repair department. A little later he entered the employ of the National Cash Register Company, as a salesman, but remained with this company but a short time, when he again returned to the employ of the Smith Premier Co., at Chicago, being appointed floor salesman and general office detail man, in which position he remained until May, 1905. He then resigned to accept the position as assistant manager for the L. C. Smith & Brothers Typewriter Co., where he has remained until the time of his recent appointment as manager of the Detroit office, where he goes October 1st.

His brother salesmen, to show their extreme feeling and appreciation of "Billie," gave him a farewell dinner at "Dejonghe's." Arrangements were made that Manager Newport should invite him to a "quiet dinner," but upon entering the banquet room, the surprise upon "Billie's" face was the broadest ever noticed on his smiling countenance. Before the evening was over, our friend was puzzled to know how Manager Newport had figured the evening to be a very "quiet" one, for the "boys" were certainly enthused with good feeling and hearty sympathy for their friend who was leaving them.

Other employes of the office, aside from the selling force, not desiring to be outdone by the "talent," corralled "Billie" the following day and presented him with a very handsome diamond scarf pin, as a further token of their feeling toward him.

When foreign countries will send men thousands of miles across seas and over land to visit the American National Business Shows this is an indication that they are of some consequence abroad. If foreigners will go to this trouble and expense, how can Americans fail to see the value of these affairs and not go to New York or Chicago, right in their own localities, and see what is shown?

Typewriter Men in Publishing Business

Three Well Known Exponents of the Craft Abandon the Selling of Machines to Use Them and Will Produce Interesting Magazine.

Typewriter men are aggressive. That is the reason they are typewriter men, and none save the aggressive are able to keep up the pace. Men engaged in selling specialties as typewriter men are, have great opportunities of seeing chances where they can fill another field of usefulness or seek out avenues of greater financial return. Three well known and popular young fellows of this class have conceived an idea that is without any question a good one and will proceed at once to put it into execution.

Joseph A. Gavin, formerly manager of the Smith Premier at Buffalo, George L. Mills,

GEORGE L. MILLS.

who held a similar position in Worcester, Mass., and George H. R. Brown, formerly a Smith Premier salesman in Buffalo, have joined forces and have organized the Strenuous Life Publishing Company of New York and will shortly publish a magazine of that name. The capital of the company is $50,000, all of which has been paid in, giving them ample means upon which to proceed with the idea.

During the years they have been selling typewriters they have discovered that there is to-day no magazine that fills the field between the employer and employee and their mission will be to provide such a publication. In addition to this they will provide a means whereby employees may secure better positions and employers better help without any tax on either class. One of the features of the magazine will be a department of employment in which they will list men worthy of holding positions paying $75 or better, and every man whose application is filed will have his references looked up and will be subjected to a rigid examination from all points of view. In addition to this he will be bonded so that employers will be perfectly safe. At the same time it will provide an exchange in which are men of established reputations and thoroughly reliable, relieving the employer of the necessity of looking a man up or taking a chance on him after he is looked up.

In addition to this the needs of the employer will be looked after, for employers desiring aid will be listed in order that employees may have an opportunity of corresponding with them on their own initiative. The publication will absolutely guarantee to put the right man in the right place, and make satisfactory arrangements between employers and employees.

While these ideas will be features, the magazine will have a wider scope than even this. The first number will contain articles by leading men in public life to-day, and in every way it will be a strictly high class affair. In order to start out right and assure success from the beginning, offices have been opened simultaneously in New York, Buffalo and Chicago, and competent men placed in charge of each.

The magazine will be a necessity in business life and will be as essential to the employer as to the employee and will fill the gap between them. The employment feature is one of the cleverest ideas ever brought about in the publishing business and will open up a way for high class men to make connections with high class concerns on their merits and will eliminate the present day harpies of the employment business. No charge will be made

JOSEPH A. GAVIN.

upon either employee or employer when they are brought together in a mutually satisfactory arrangement, and thus will be eliminated the feature that has always been objected to in an arrangement for finding the man for the place and the place for the man. The publishers will feel that they are fully rewarded by receiving the subscription to their magazine from interested parties. It would be well for high class men in all lines of business to get in touch with this proposition and get listed on the company's books. The same is true of employers, for this concern will make a special effort to line up specialty men with specialty houses. The Chicago office of the company is located in the Continental National Bank building, and more complete particulars can be secured by writing the firm there. The gentlemen behind this movement are thoroughly capable of making it a marked success, and the enthusiasm they have generated over it is sure to make it a go. All three men are young, ambitious, possess a great deal more than the average amount of intel-

GEORGE H. R. BROWN.

ligence and there is no reason why they should not win. The support of salesmen and employers will assure this, and high grade employees and employers should get in touch with the idea.

MONARCH TYPEWRITER AT OLYMPIA.

The Monarch Typewriter Company's Exhibit at the London Business Show was far the largest typewriter exhibit in the show. It occupied from three to four times the space of any other company. All the various models of the machine were well exhibited including the latest model Billing Typewriter. The most interesting corner of the Monarch exhibit was where the Billing machine was exhibited, business men being astonished at the rapidity with which invoices and day book records were made on this machine. The London Staff, under the direction of Mr. A. M. Stone, sales manager were in attendance, carefully looking after their old customers and making many new friends for the Monarch. Several very interesting demonstrations of speed, two-thought and touch writing were given by an expert operator from America. This class of work was a revelation to the English typewriter using public they never having seen before work of this nature executed on a typewriter.

New Remington Officers

Changes in Board of Directors Puts Woman in Exalted Position—Boost for Van Buskirk.

An important meeting of the Board of Directors of the Remington Typewriter Company was held on Friday, September 27, at which the constitution was amended by the addition of two new directors to the board, the number being increased from nine to eleven. The two new directors elected were Mr. F. E. Van Buskirk and Miss Mary E. Orr.

Mr. Van Buskirk is well known to all typewriter men, both within and without the Remington organization. He has served with distinguished success as Remington manager in a number of cities, notably San Francisco and Chicago, and last July was elected secretary of the company, on which occasion his portrait and biography appeared in these pages.

The election of Miss Orr has a most unique interest, because she is probably the first woman who has ever been elected to the Board of Directors of a great corporation and her election is the more notable because she has won the honor through services of the most exceptional merit in the employ of the company. Miss Orr entered the Remington employ nineteen years ago as stenographer and since then has served as confidential secretary to the executive officer of the company through three successive administrations. Last July, following the death of Mr. Howard B. Wilson, she was elected acting treasurer of the company, which office she still holds.

It is fitting that such distinguished service should be recognized and rewarded, but it is above all fitting that the corporation which thus sets the example of placing a woman on its board of directors, should be the one corporation which has done more than any other single influence of modern times to revolutionize the status of women and add a new chapter to the history of woman's work. What the typewriter has done in opening new opportunities for women has, of course, become a trite subject not only with us in the trade, but also with the general public, and the part which the Remington as the pioneer and the leader has played in this revolution, is also a story which needs no repetition. The election of Miss Orr, however, as one of the Remington directors lays emphasis on another fact in the relation of woman to the typewriter which hitherto has failed of adequate recognition.

MISS MAE E. ORR.

F. E. VAN BUSKIRK.

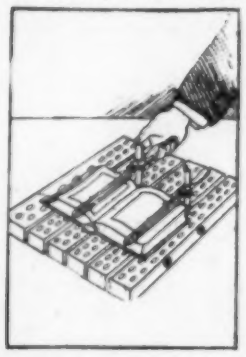
The typewriter, it is true, has opened a new world of opportunities for women, but through that very fact it has become dependent on women to an extent which is hardly paralleled in any other industry. This fact applies in a general way through the countless thousands of women who constitute today the main source of stenographic supply. It also applies in a special way to the typewriter organizations themselves. In the Remington organization throughout the world there are close to a thousand women, a very large percentage of them employed in a stenographic capacity. These women constitute a body of employes who are essential to the business and who possess through their very numbers an immense relative interest in the business. It is fitting, therefore, that so large an interest should have its representation on the Board of Directors of the company and of Miss Orr's own fitness, her record of service is proof.

Miss Orr's election as a Remington director has therefore a dual significance. It is a recognition on the one hand of individual merit, and on the other of woman's essential interest in the typewriter industry.

HOLDS BOOK OPEN FLAT.

New Device That Will Alleviate Many Woes Has Just Made Its Appearance in the South.

Everybody who reads at all, or who works at books, has had the aggravating experience of trying to work and hold a book open at the same time, or upon opening the book flat and going away for a few minutes, return and find that the leaves had all blown over and the place had been lost. Book marks of various sorts have been invented to overcome this and they have served their purpose in good shape, but it has remained for a southerner to invent a really good device that will do the work, and give the user absolute assurance that his book will remain the way he put it.



The device as shown in the illustration consists of a device that fits over the book and holds the leaves down with a clamp. This device not only keeps the book open and the pages visible but permits the free use of the hands at the same time.

There is little question but that his device will be welcomed by all who use books and should prove especially valuable to artists or bookkeepers of any kind. This device is very simple, and can be applied or fitted to any book of any size and is said to work equally well in all cases.

OBSERVATIONS FROM WASHINGTON.

Most lives are filled with half-finished tasks which were begun with enthusiasm, but which have been dropped because the enthusiastic beginners did not have enough grit to carry them to a conclusion. How easy it is to start a thing when the mind is aglow with zeal, before disappointment has dulled ambition. It does not take much ability to begin a thing, and we cannot estimate a man by the number of things he commences. We do not judge him by his speed at the beginning of the race, it is the home stretch that counts.

The test of character is in a man's ability to persist in what he undertakes until he adds the finishing stroke. He must have persistence and grit enough to carry him under the line at the last heat. The ability to hold on is one of the rarest of human virtues. There are plenty who will go with the crowd, and who will work hard as long as they can hear the music, but when the majority have dropped out, when others have turned back and a man feels himself alone fighting for a principal, it takes a very different order of ability to persist. This requires grit and stamina.

Look out for the period in your life when you are tempted to turn back. There is the danger point, the decisive period. All the great things of history have been accomplished after the great majority of men would have turned back.

Nearly every invention which has emancipated man from drudgery and given him comfort and better facilities, was made possible only by a man of superior grit and persistence. Not one man in ten thousand would have endured the suffering, the deprivation, the heart-rending poverty of Elias Howe to make the sewing machine possible

You Can't Plant Tin Cans

and expeet to pick tomatoes.

Neither Can You Handle

Poor Carbon Paper

and expect to find a

HARVEST OF MONEY

Therefore—

LISTEN—MR. DEALER

The only reason you sell carbon paper at all is that you want to make a profit on it. There are a great many brands of carbon paper on the market to-day, and lots of them are shoved out principally because of good salesmanship which is made to take the place of what the carbon paper lacks in quality, durability,etc.

Such Carbon Paper is NOT Profitable to Sell

The way to build up a profitable carbon paper business is to sell a line which *pleases the consumer* and brings you *repeat orders.*

You never will build up a big Carbon Paper Department unless your old customers send you repeat orders of their own accord—without more than the Initial Sales Effort.

If you lose an old customer every time you make a new one, you'll always be where you started, just *a mere beginner.* No man can build a house very high if somebody takes bricks off the bottom of the foundation as fast as he lays them at the top.

WE WILL NOT MAKE POOR CARBON PAPER EVEN IF WE KNEW WE COULD SELL IT

If we did we wouldn't get *Your Repeat Orders,* and that's what we are after. It often takes a lot of time to land a new account, but once we get a dealer to handle the *Keystone Line*—we have him for good. But we wouldn't if we sold him a poor brand of carbon paper.

THAT'S WHY WE MAKE OUR CARBON PAPER AS GOOD AS WE DO—THE BEST MADE.

Let us send you a line of our FREE SAMPLES so you can try and test them out side by side with other brands. Then examine also our prices, and after that,—Send Your First Order,—Start On The Road That Leads To The Meadow of Profit.

Keystone Carbon Paper Manufacturing Co.

Home Office and Factory: FRANKLIN, PENNA.

NEW YORK OFFICE:
26 Broadway
New York

LONDON OFFICE:
8 Long Lane, Aldersgate Street
London, Eng.

The TYPEWRITER

(By Special Correspondence.)

Atlanta, Ga.

Foote & Davies Company, general agents for the Monarch Typewriter, report that August, usually the dullest month of the year, made a 15 per cent gain this year over a corresponding month last year.

Aberdeen, S. D.

The News Printing Co., exclusive agents for the Monarch Typewriter, reports a call from S. B. Hall, the general field representative of the Monarch Company.

Buffalo, N. Y.

(By our Special Correspondent.)

C. H. Stanley, formerly assistant manager for the Oliver, in Buffalo, has been promoted to be assistant manager of the company's Philadelphia office.

• • •

J. A. Gavin, who has for the past three years been the successful manager for the Smith-Premier Company in their Buffalo office, has resigned his position to enter into the publishing business for himself. The new company will have offices in New York, Chicago and Buffalo and Mr. Gavin's many well-wishers are interested to see him succeed in his new enterprise. Mr. Gavin's successor in the Smith Premier Company will be S. H. Knapp, formerly of the Jamestown office.

• • •

We learn that C. J. Brown, who has been salesman for the Underwood Typewriter Company, Buffalo, N. Y., has been honored with the position of Manager of that company's Rochester office.

Mr. Brown will undoubtedly make the Rochester managers "sit up and take notice," providing he exerts his energies as thoroughly as manager, as he has been exerting them in the past as salesman.

• • •

Your correspondent called upon E. L. Eylar, of the L. C. Smith & Bros. Typewriter Co., Buffalo, in his cozy home in Hughes avenue, and found his residence fitted out in a very complete style with Roycroft furniture. Mr. Eylar is a great admirer of Elbert Hubbard.

• • •

The prosperous second hand dealer in all makes of typewriters, E. C. Van Hoesen of Rochester, N. Y., visited friends in Buffalo last month, en route to Mt. Clemens, Mich., where he intends to retire for a time, for his health.

Mr. Van Hoesen looked pretty healthy to us, and we think a little science would be a good thing to bring him out in first-class condition.

• • •

H. W. Meloy, old in the business, is at present connected with the L. C. Smith & Bros. Typewriter Company, Buffalo, N. Y., where he is having splendid success as salesman.

• • •

No wonder Mr. Elmer Spencer, salesman for the Remington Typewriter Co. at Buffalo, N. Y., has had a happy mysterious smile on his face of late. We understand that Mr. Spencer is looking for a house in the suburbs, just large enough for two. More power to you, Spence; you will make a first-class farmer.

Butte, Mont.

David A. Kemper, state dealer for the Monarch Typewriter here, has associated with himself Frank Swanberg, a former Smith Premier man, well known throughout Montana. The Monarch dealership will hereafter be conducted under the firm name of Kemper & Swanberg.

Boston, Mass.

(By Our Special Correspondent.)

Frank Ramsey, manager for the Underwood Co. here, gave a banquet to his sales force at Young's Hotel, on Friday evening, Sept. 27th. A pleasant social evening was spent, and among the visitors were H. S. McCormack and his assistant from the billing machine department of the Underwood Company.

Mr. McCormack reports that Boston is the banner city for billing machines in the Underwood organization.

• • •

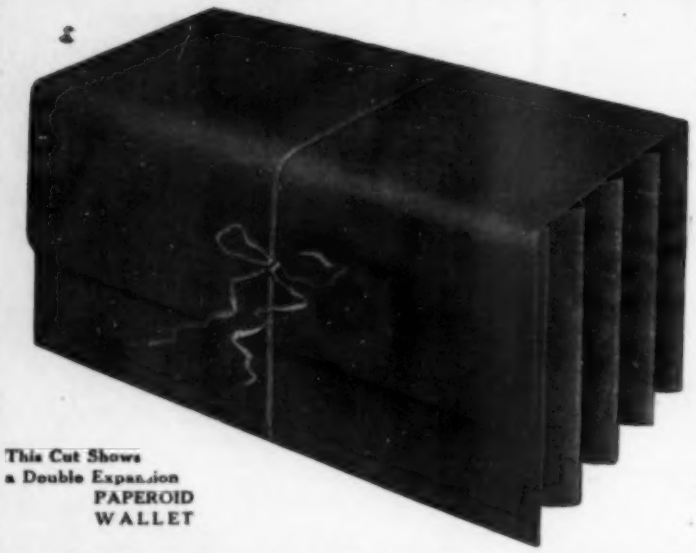
G. W. A. Bradlee, who has been identified with typewriter interests in Boston for a number of years, first as agent for the Underwood before a branch was opened, and later for some eight years connected with the sales force of that company, has joined the Oliver ranks and is covering a city territory. His experience and success in the past leaves no uncertainty as to what he will do in his new position.

• • •

Henry T. Myers has taken up his duties as assistant manager for the Oliver Company here, having recently been promoted from the general office of his company to the above assignment. With his energy and characteristic western vim he will

If you don't know—you ought to know all about

"Trade PAPEROID" Mark



This Cut Shows a Double Expansion PAPEROID WALLET

We will gladly send to any office appliance

DEALER

OR

COMMERCIAL STATIONER

a liberal supply of

FREE SAMPLES

for close inspection.

THESE goods are made in all leading sizes, both flat and expanding, for filing purposes, and we are now prepared to supply them through the trade. Our full line of Envelopes and Wallets are made of **Paperoid**—which is paper of extraordinary quality and

Will wear like leather—Sold at a fraction of the price.

The color of PAPEROID is reddish brown, suggesting real leather.

We are making a better and more comprehensive line of filing envelopes and wallets for the permanent care of papers of value than has heretofore been obtainable. They are designed for the use of Banks, Bankers, Trust Companies, Insurance Companies, Lawyers, Real Estate and Insurance Agents, Architects, Engineers, Contractors and business men generally.

The character of **Paperoid** is more like a pure rope paper than anything else obtainable in the market, but it is made under special supervision and is not to be compared with the so termed **"Pure Rope"** found in the paper stores.

It is fully ten years since we made our first experiments, putting these goods into the hands of Lawyers, Bankers and others.

The goods have always given entire satisfaction and from year to year we have increased the output of our plant.

Paperoid is a "coined" word with us and we have it secured by a Registered Trade Mark.

We make also **Paperoid Bank Mailing Envelopes** for mailing valuable papers which are superior to cloth lined envelopes. All regular sizes from 4x9½ up to 10"x16".

Our lists of sizes of flat wallets for filing includes all regular sizes from 4x9½ inches to the largest cap and folio sizes. Since the vertical filing system came into so general use, very many large size envelopes and wallets are used.

Our list of sizes of Expanding Wallets is equally comprehensive. All expansions.

We also make a full line of Pocket Envelopes of smaller sizes for advertising purposes.

We invite all stationers who have demand for extra good envelopes and wallets for filing papers, securities, etc., to correspond with us. We make the goods — we guarantee the quality. Our prices are right—our discounts are fair. Write us of your needs and we will respond promptly with samples and prices.

WRITE FOR TERMS, DISCOUNTS, SAMPLES, ETC.

ALVAH BUSHNELL COMPANY

4 North 13th Street :: Philadelphia, Pa.

Our PAPEROID goods received universal attention at the recent National Business Shows Held in New York, Chicago and Philadelphia.

TYPEWRITER NEWS.—Continued.

surely give a good account of himself in helping convert the bean-eaters to the Oliver.

* * *

Harold Wells, the hustling agent for the Oliver in western Connecticut, paid Boston a visit a few days ago, getting acquainted with the way things are done in the Hub City.

* * *

The Oliver boys have just organized a Red Circle Club in the Boston office with the following officers:

C. N. Wilcox, president.
A. C. Fitzpatrick, vice-president.
H. H. Crooker, treasurer.
F. C. Beckley, secretary.

Last reports seem to indicate a readiness for business just as soon as the treasurer is able to furnish acceptable bondsmen.

Bismark, N. D.

E. H. L. Vesperman is keeping his record in selling Monarch typewriters in and around Bismark.

Chicago, Ill.

(By Our Own Representatives.)

Logan A. Rozelle has been promoted from a position in the general offices of the Oliver Company to be assistant manager of the company's Minneapolis office.

* * *

The Chicago office of the Fox Typewriter Company are more than busy looking after the billing and special column field for their machine. The interchangeable carriage feature of the Fox machine and additional billing attachments is proving popular and demanding much attention among large typewriter users.

* * *

Rubert B. Gates, a representative of the Fox Company, with headquarters at Nativille, Tenn., was a recent visitor to Chicago.

* * *

J. W. Feagan is now identified with the Fox selling organization, has a valuable territory to look after in Chicago and is producing a large and increasing business.

* * *

O. T. Owen, manager for the Fox Typewriter Co. in Chicago, is perfecting a selling organization composed of men of ability and long experience, and the increased sales and competent representation of the Fox in the Chicago market shows the wisdom of his judgment.

* * *

F. W. Messerschmidt, the affable and competent cashier in the Chicago office of the Fox Typewriter Company, has returned from a pleasant visit with the "old folks at home" in Massachusetts.

* * *

The Oliver Company are putting into the mails a new catalogue covering their typewriter and office supplies, including furniture and other office specialties. The catalogue is well handled in a very simplified manner and treated so as to give the reader an easy understanding of the goods, their prices and merit.

(Continued on page 96.)

Chattanooga, Tenn.

(By Our Special Correspondent.)

F. F. Andrews, well known locally, has gone into the office supply business at 10 East Eleventh street with W. J. Aird as manager, who was late manager, secretary and treasurer of the L. B. Graham Company of this city. Mr. Andrews will retain his book and stationery store, but at the new store he will make a specialty of adding machines, typewriters, desks, safes and other office appliances.

Carthage, Mo.

(By Our Special Correspondent.)

The Ero Office Supply Company of this city has just been reorganized under the new name of the Thompson Printing & Office Supply Company. E. R. Thompson, formerly proprietor of the Thompson Print Shop, has been made president and general manager, and G. C. Thompson, formerly of Sedalia, Mo., is secretary. The business of the company has been doubled and facilities added for pushing office devices and specialties.

Columbus, O.

E. H. Sell & Co., the Monarch Typewriter Company's local agent and well known dealers in office devices and specialties, reports an exceptionally good summer's business. Mr. Sell is one of the oldest typewriter men in number of years, experience in the business in the state of Ohio, and yet young in years, and with his exceedingly fine location on the main street, and local reputation, the Monarch company should feel particularly proud in being so well represented at this point.

Chattanooga, Tenn.

From reports by press service we have it that Chattanooga is to be handled in the future by the Remington company through one of the largest and best offices in that organization south of the Dixie line. M. M. Howard was given the task of opening up the new office and it is expected by the time this paper is in the hands of our readers the new location will have been established. The new store will be located at 14 East Eleventh street and will be fitted up with a complete repair department in addition to the sales organization.

TYPEWRITER NEWS.—Continued.

Cleveland, O.

(By Our Special Correspondent.)

The General Typewriter and Manufacturing Company, of Cleveland, Ohio, a corporation organized under the laws of the state of Ohio for the purpose of dealing in typewriters, have recently organized their sales force with the following well known men of the business:

Mr. Fred H. Converse, who until recently was manager of the Wheeling, W. Va., agency of the Fox tyepwriter, and previously manager of the Columbus, O., agency of the Oliver, will guide the destinies of the sales force and the extensive rebuilding department. Mr. Carl B. Hood, of Lancaster, O.,and George Houston, of Wheeling, W. Va., will get signatures on the dotted line for the company in the city of Cleveland as city salesmen, while George A. Root, an old wheel horse of the Blickensderfer agency in Washington, D. C., and G. S. Lawrence, of Cleveland, O., a hustling young stenographer (who sold a machine the first day out) will carry the sample cases in the large country territory.

These men are all identified with the typewriter business as successful men and will no doubt succeed in keeping up their past records in the new field.

This company are exclusive agents for the Fox typewriters in northern Ohio and for the Sun Visible in practically the same territory. With this strong pair of popular writing machines and their facilities for rebuilding all makes of typewriters, the company will occupy a prominent place in the business, as they are practically alone as rebuilders and platen makers in this portion of the United States.

Des Moines, Iowa.

Recent business from foreign countries for the Jewett Typewriter Company indicates that this firm are still quite active, although many typewriter men in the United States will be surprised to learn that the company is still doing business. The Jewett company are now making a specialty of almost an exclusive foreign trade, and for many years maintained the most expensive offices in the city of Paris.

* * *

At the state fair here the Jewett Typewriter Company made a display of their machines.

* * *

The Jewett Typewriter Company are soliciting business from inventors and manufacturers who desire to experiment and develop patents. They are making a specialty of this line of work and have an excellent machine shop and tool room for such purposes, and their experience in building typewriters makes them proficient in handling this class of work.

Dallas, Texas.

(By Our Special Correspondent.)

W. C. Green, formerly manager for the Fay-Sholes before they dispensed with their office here, is now in charge of the repair department for S. L. Ewing, special agent for the Fox typewriter.

* * *

J. B. Yauger, formerly handling the Fox at Oklahoma City, has charge of the city sales department for S. L. Ewing, special agent for the Fox typewriter.

* * *

The $10,000 appropriation to pay the stenographers' fees in criminal cases where the accused was indigent has been exhausted, and claims on that score wait until the next legislature meets.

Detroit, Mich.

The Stone-Hamil Company filed articles of incorporation with the county clerk recently. The company is capitalized for $10,000 and will sell typewriters. Of the capital $5,000 has been paid in cash and the balance in property. The principal stockholders are Charles E. Stone and Bertrak P. Hamil.

The new company will act as agents for the Monarch typewriter. Mr. Hamil is an old typewriter man, formerly connected with the Remington company and will make this machine popular in this field. Mr. Stone is a new man in the commercial field, having been more recently interested in university and college work. The two gentlemen will make a strong selling team and will take on a general line of office devices.

* * *

M. H. Melton, well known in typewriter circles, is now manager for the Detroit branch of the Hammond Typewriter Company, and is quite pleased with the increase in business noted since coming to this point.

Duluth, Minn.

The recently established branch of the Miller-Davis Printing Company at Minneapolis reports a very satisfactory opening business, not only in typewriters, but in all of their other lines. This firm are agents for the Monarch typewriter, with headquarters in this city.

Dayton, O.

The Wagner Typewriter Inspection Company, agents for the Monarch typewriter in this city, are doing an exceedingly fine business for this machine.

El Paso, Texas.

The Maverick-Clark Company, agents for the Oliver typewriter and general office appliance dealers, are keeping their sales end well to the front and representing this machine in first-class order.

Get Acquainted

with today's market in carbon papers and typewriter ribbons.

Especially if you have bought from the same makers for ten years past.

Because the older manufacturers have not as yet learned how to make the new hard polished carbons.

Because they charge you a fearful toll for the use of their name.

Because your competitors selling modern goods at low prices will get your business.

Let your answer to this question decide you:

Has my carbon and ribbon business doubled during the last year?

If it has not you have not been handling the right goods.

Because the average business of those selling Neidich carbons and Neidich ribbons has doubled during the year.

And we do not believe you are below the average in selling ability.

Samples of our full line, including our new style bichromes, to dealers for the asking.

Start the winter right, and thank us next year for putting you wise.

Neidich Process Company

Burlington — New Jersey

AN ORDER FOR

2000 HAMMOND TYPEWRITERS

SECURED FROM GERMANY.

WHAT SECURED THE ORDER?

Ability to write any language on one machine.
Absolute visibility of characters printed.
Perfect and permanent alignment. Polychrome ribbon attachment.

MECHANICAL SUPERIORITY.
DURABILITY, SIMPLICITY.

The Hammond Typewriter Company

Factory and General Offices:
69th, 70th Streets and East River NEW YORK, N. Y.

TYPEWRITER NEWS.—Continued.

The Monarch typewriter dealership originally controlled by G. Ben Chase, was a few months ago transferred to the United Supply Company, of which Mr. Chase is secretary and treasurer. The increased capital enabled the new concern to take on, as its name implies, a general line of office supplies.

Fort Worth, Tex.

(By Our Special Correspondent.)

A cloud of sorrow settled over typewriter circles in Texas two weeks ago when word came of the death by drowning of Mrs. C. J. Chabot and son at their summer home on the Guadaloupe river, near San Antonio. Charles J. Chabot is state agent for the Underwood with offices at Dallas, and his family had preceded him to San Antonio for their summer outing. A party went in bathing and Mrs. Chabot went beyond the rest and lost her footing in the deep water. Her son, a boy of 12 years, in an attempt to save his mother's life, was drowned with her. Mrs. Chabot was well known and universally loved in both San Antonio and Dallas and was especially popular in music circles. All hearts have gone out in deepest sympathy to Mr. Chabot in his bereavement.

* * *

Mr. and Mrs. O. J. Warren of the "Oliver" returned last week from a week's outing at Galveston.

* * *

L. E. Kennedy, manager of the typewriter department for the Keystone Printing Company, had his bicycle "swiped" from in front of an office building and had to transact all business on foot for the following week. The thief was finally captured while trying to dispose of the machine, however, and despite his tender years is doing duty on the rock pile. Mr. Kennedy proved himself an accomplished sleuth, as the capture of the guilty lad was a fine piece of strategy. Kennedy is now riding his bicycle as of yore.

* * *

It is a lamentable fact that some of the "boys of the profession" insist on throwing mud—possibly because of their inexperience. When a typewriter man begins to cast reflections on the other fellow somebody needs to be watched—and it seldom is the "other fellow."

One fellow can't sell them all, so why not grin and be pleasant about it.

* * *

A. A. Griffith and wife are in San Antonio and south Texas on a combined business and pleasure trip, Mr. Griffith having taken a "Royal" along to introduce to the people of that part of the state.

* * *

S. L. Ewing, of Dallas, the Fox man, has returned from Grand Rapids, Mich., and was in Fort Worth last week giving the boys detailed account of the trip.

* * *

The Hammond typewriter agent was in town recently looking over the field. We did not learn his name. However, understand he intends starting things with his machine in this part of Texas. Welcome, "Mr. Hammond Man"; the more the merrier.

The Hammond people have not heretofore been represented here and we are glad to see them come in.

Grand Rapids, Mich.

The injunction suit brought by the Underwood Typewriter Company of New York against the Fox Typewriter Company restraining them from using their tabulator, contrary to the statement made in our last issue, dissolved, and the Fox company were left free to use their devices covering this feature on their machines. A detailed report of this contrary decision is given elsewhere.

* * *

The annual meeting of the Fox Typewriter Company for the fiscal year, ending July 1st, was hled during the first part of September, and W. R. Fox, William H. Gay, Van A. Wallin, W. H. Fox and C. B. Hamilton were chosen directors.

The president's report showed that the largest business in the history of the firm has been done the past year and that the company was in a flourishing condition. The pay-roll is $50,000 a week.

The report showed that the foreign business had increased over 300 per cent and that most of it was done in Europe, South America and Australia. A meeting will be held in the near future to elect officers.

Houston, Texas.

The State Printing Company are the local agents for the Monarch typewriter and make a specialty of appliances of all kinds, and with their large staff of road men and local representation the Monarch company should feel proud of their local agency.

Hartford, Conn.

(By Our Special Correspondent.)

The Royal Typewriter Company are progressing nicely with their new building here, which will cost in the neighborhood of $135,000.

* * *

Much interest was manifested in this city over the newspaper report that the Royal company was to be the nucleus of a new typewriter trust. The report was widely copied in the press of the country, but from best accounts nothing of the kind will be ventured.

* * *

Now, with the advent of a new typewriter company in this city, and the Underwood plant with its large army of workmen, this paper should have a

TYPEWRITER NEWS.—Continued.

live representative in Hartford sending news regularly to us, and along these lines we should be pleased to correspond with someone capable of securing for us the news of the typewriter plants and other local items. The editor will be pleased to correspond with anyone so situated.

Hamilton, Ont., Canada.

F. C. Dulmage, local agent for the Monarch typewriter in this city, spent a few days at the Monarch typewriter company's plant securing new ideas and getting better acquainted with the machine.

Indianapolis, Ind.

The Typewriter Exchange, owned and controlled by those experienced typewriter men, the Judd Brothers, well known throughout the state, controls the Monarch typewriter dealership here. They are making excellent progress with the machine.

Kansas City, Mo.

(By Our Special Correspondent.)

Walter Warren, formerly manager of the Kansas City office of the Oliver Typewriter Co., has been transferred to the Seattle office for the same company, and is succeeded here by T. E. Hancock, formerly of Omaha.

J. P. Burns, for a while employed by the Schooley Stationery Co., of this city, state dealers for the Monarch company, was recently transferred to one of the Monarch branches.

E. M. Wynn, formerly connected with the Boston office of the American Writing Machine Co., has been appointed manager of the Kansas City branch of the same company, operating the Typewriter Exchange.

Knoxville, Tenn.

W. E. Gaut, of Gaut-Ogden Co., of this city, spent a day or two at Syracuse visiting the plant of the Monarch company, where he was successful in landing the Knoxville dealership for the Monarch machine. The company will control Northwestern Tennessee for this machine.

Kenosha, Wis.

According to press reports from Kenosha, Wis., involuntary proceedings in bankruptcy has been instituted against the Visible Typewriter Company of this city in the United States Court at Milwaukee. Details elsewhere.

Lowell, Mass.

Hustle! Hustle! Hustle! That's the motto of D. A. Thurston, Oliver salesman in Eastern Massachusetts, and who is getting his full share of the business in this city and surrounding towns. He tells us that business was never so good or prospects brighter.

Los Angeles, Calif.

The Office Equipment Company are congratulating themselves upon the recent sale of 50 Monarch machines made to a certain school in this city and 12 to a certain wholesale druggist.

La Crosse, Wis.

S. J. de Ranitz & Co., local agents for the Monarch typewriter, had the pleasure of entertaining the company's special road representative recently.

Louisville, Tenn.

(By Our Special Correspondent.)

A letter from the local agent of the Fox Typewriter Co., at Louisville, Ky., calls our attention to the erroneous statement of a typewriter census collected by another typewriter company, and gives us the following figures. The agent has evidence that instead of 52 machines, as reported, they have over 200 Fox machines in this field, which is certainly a good record for the company and the machine.

* * *

Clarence R. Smith, who is well and favorably known as a typewriter and supply man, and who has been conducting a local business in his own name, and Albert E. Meffert, up to the present time the lively manager for the Underwood Typewriter Co., have joined forces and are now doing business under the name of the Office Equipment Co. They are fortunate in having secured the Louisville district for the Monarch typewriter. The young men have the best wishes of their large army of acquaintances and friends. They will, as their name would indicate, take on a general line of office appliances, etc.

Minneapolis, Minn.

(By Our Special Correspondent.)

W. B. Stewart, Jr., assistant manager for the Oliver Company here, has been promoted to be manager of the Omaha branch of the same company.

* * *

The American Writing Machine Co. have opened a branch office at Minneapolis at 507 Second street, South, which is in charge of H. A. Moyer, formerly manager of the Kansas City branch of the same company.

* * *

A happier man is not to be found than Manager St. John of the Oliver Typewriter Company. He is displaying in a beautiful niche in the wall the championship banner awarded by the Oliver Typewriter Company to that branch which secured it first for the third time. Minneapolis won it last November and twice this year, the first time in April and for the third and last time in August; so it is now to be found in the future in the Minneapolis branch office as a permanent award of a championship record.

* * *

Mr. Logan O. Rozelle, in charge of one of the division desks at the Chicago general offices of

THREE KEYS OF A KIND

All Yale—for your Home—for your Office—for your Private Records

A Positive and Perfect

PROTECTION

Mann LEDGERS may be fitted with YALE TUMBLER LOCKS, insuring absolute security. Binders open and close with ONE KEY. :: :: :: ::

Records that are worth making are worth protecting, and the Mann System of Record Insurance appeals to the business man with the same force that Yale Lock Protection appeals to him for his house or office protection. From start to finish—all along the line—the best workmanship, the best material, the best result is seen in the

MANN LOOSE LEAF OUTFIT

which consists of a

Mann Ledger (with or without Yale Lock) **Mann Transfer Binder**
Spring Holder and Deprima Flat Opening Leaf

The actuating mechanisms are simple and strong, and there is no loose leaf outfit made which compares with it from the viewpoint of perfection.

TO THE TRADE

We desire to create an EXCLUSIVE AGENCY in each city. HERE is your opportunity to **minimize** loose leaf **competition.** While there are other loose leaf lines—there is ONLY ONE LIKE THE MANN LINE, and

THE MANN LINE IS THAT ONE

We are Owners and Manufacturers of LESLIE BINDERS and LEAVES

WILLIAM MANN COMPANY

Blank Book Makers, Stationers, Printers and Lithographers
Manufacturers of Copying Books and Papers and Loose Leaf Devices

529 Market Street, Philadelphia

105 Chambers Street, New York

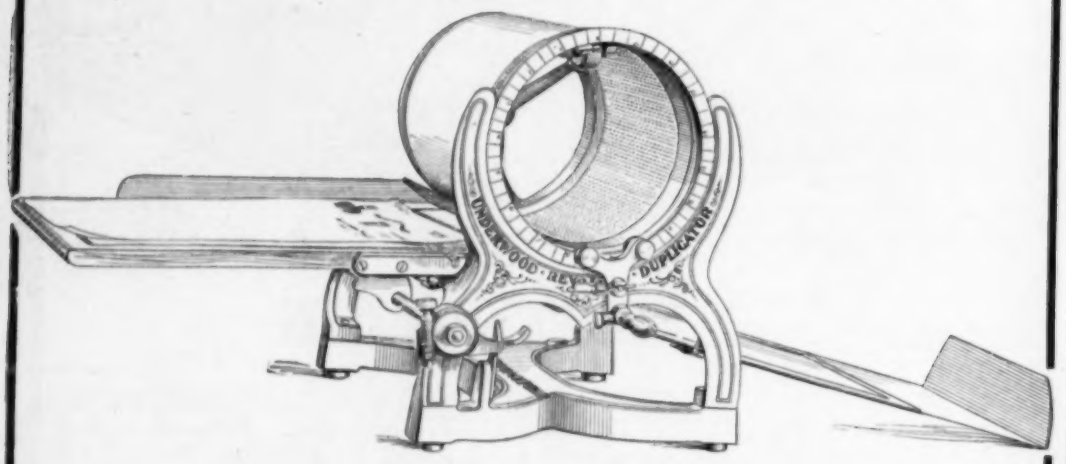
ON EXHIBITION AT

NATIONAL BUSINESS SHOW

BOOTH No. 80

MADISON SQUARE GARDEN

OCTOBER 12th to 19th, 1907



Underwood Revolving Duplicator

NO LICENSE RESTRICTIONS
or Strings of Any Kind Attached to It

The Embodiment of

UNDERWOOD Completeness
UNDERWOOD Simplicity
UNDERWOOD Durability

¶ It will reproduce quickly and in an inexpensive manner large quantities of circular letters in an exact imitation of the work done on your typewriter.
¶ It can handle paper or cards 19x19 inches in size and has a printing area of 16x7½ inches.
¶ It will print to extreme top edge of paper.

NO SILK SHEETS or Other Expensive Protections to the Stencil Paper are Necessary

ASK FOR CATALOGUE

MANUFACTURED BY

Underwood Typewriter Company

241 Broadway, New York City

TYPEWRITER NEWS.—Continued.

the Oliver Typewriter Company, has been promoted to assistant manager of the Oliver Typewriter Company at Minneapolis. Mr. W. B. Stewart, Jr., formerly assistant manager of the Minneapolis branch office of the Oliver Typewriter Company, has been promoted to manager of the Omaha branch office.

* * *

Mr. T. W. Blewett, cashier of the Minneapolis branch office of the Oliver Typewriter Company, is spending his well-earned vacation in South Bend, Ind.

Manchester, N. H.

(By Our Special Correspondent.)

F. A. Finnerty, traveling out of Boston for the Oliver Typewriter Company, has been doing some tall hustling in this city of late, and his order book shows that it was not in vain.

Memphis, Tenn.

Kenon Taylor, handling the Monarch typewriter in the Memphis territory, and known by some of his friends as "step lively Taylor," because of his directness of purpose and quickness of action in business transactions, says he is perfectly satisfied with the Monarch sales made in his territory during the past two months.

Montpelier, Vt.

As a center for the typewriter business and for the visits of typewriter men, there is no city in Vermont where there is more activity than here. The only company maintaining a local representation is the Oliver, whose machine is handled by Mrs. Sara Bowers Leland. That she gets her full share of the business is vouched for by the large number of machines she has placed for her company. Besides being a most estimable lady to meet, she is a hustler of the first rank.

Milwaukee, Wis.

(By Our Special Correspondent.)

A. Bothe, manager of the Monarch office here has recently returned from a trip east and reports a very pleasant sojourn.

* * *

J. W. Spinney, for the past six years foreman of the repair department of the W. C. Kruel Co., Oliver representatives, has recently accepted a position as repairer with the Milwaukee Typewriter Exchange, branch of the American Writing Machine Company.

* * *

Manager Moldenhauer, of the Underwood office, has returned to duties again after a few days at the lakes.

* * *

E. R. Johnston, manager of the Smith Premier, reports an unusually pleasant and interesting time at the manager's convention recently held at Syracuse, in which he participated.

* * *

A very fine trip indeed and details same as usual, says E. O. Stumpf, manager of the Milwaukee Typewriter Exchange, who is back at his desk again after a four weeks' trip to Denver, San Francisco, Los Angeles and other western cities.

Monroeville, Ohio.

It was our pleasure recently to receive a communications from Joseph M. Stoughton, formerly connected with Mr. Hess in the early life of the Royal typewriters. Mr. Stoughton is now vice-president and treasurer of the Burdett Piano Co. of this city, and at the present time is not very much interested in typewriters, although his many friends will be pleased to hear that he is well situated and doing nicely.

Montgomery, Ala.

There are many typewriter men in the South, of northern birth, who are following the movements of their old friends through this paper, and one of them is A. H. Liston, a member of the Southern Typewriter Exchange of Montgomery.

New York City, N. Y.

(By Our Special Representatives.)

The Junior Typewriter Company has been incorporated under the laws of New Jersey. Will deal in typewriter and adding machines. Capital stock, $100,000.

* * *

The directors of the Union Typewriter Company have declared their regular semi-annual dividends of 5½ per cent on the first preferred, 4 per cent on the second preferred and 3 per cent on the common stocks, all payable October 1st to stockholders of record Sept. 20th.

* * *

A new general price list recently sent through the mails by the General Typewriter Co., displays an excellent line of typewriters, and with their "thoroughly rebuilt" line and reasonable prices they should interest many of the trade.

* * *

From a news report coming from New York, we learn that the Elliott-Fisher Company has been fined $1,000 for contempt of court in relation to selling machines held to be infringements of the Underwood patents covering the tabulator feature for typewriters. Details elsewhere.

* * *

W. H. Beardsley, the new general manager for the General Typewriter Exchange, with new quarters at 21 Murray street, New York, is well known to the typewriter trade at large, and was formerly manager for the Oliver Typewriter Company at St. Louis, prior to which he was associated with the Typewriter Exchange and the old United Type-

TYPEWRITER NEWS.—Continued.

writer Company. It was his experience with the United Company, and later with the Typewriter Exchange that fits him specially well for his present position, it requiring special talent and understanding of all makes of machines to thoroughly understand the general typewriter game.

* * *

G. F. Watt, general manager of the Elliott-Fisher Co., sailed for Europe on the Campania on the 10th of September for a visit to the various European branches of the company.

* * *

M. C. McLaughlin, formerly teacher of the class of salesmanship with the Elliott-Fisher Company, is now a special billing machine man connected with the Smith Premier Typewriter Company's Philadelphia office.

Newport, R. I.

John R. Ramsey, the veteran traveling salesman for the Oliver Company, recently spent two days in this city drumming up business for his company, and being one of the best known typewriter men in the east, having been "transplanted" from a western territory, he has done remarkably well. His efforts are for the benefit of the Boston office of the Oliver.

Newark, N. J.

George M. Judd, who recently secured the state dealership for the Monarch typewriter, is one of the "old originals" and says that one of the easiest things he ever did, was to change from the blind writers, which he has represented for years, to the "visible," and that he will get his share of the business in his territory.

New Orleans, La.

(By Our Special Correspondent.)

The first of October is moving day in New Orleans, and a great many concerns are moving into larger and better quarters this fall. The typewriter companies are no exception and among those who will move will be the Monarch Typewriter

MONARCH'S NEW ORLEANS OFFICE.

Company. For the past two years the Monarch has been located at 620 Commercial place, but they have outgrown their small office and will move October 1st to the corner of Baronne and Union streets, where the location is better and where they will have more room to conduct their increasing business.

* * *

Union street is fast getting to be "Typewriter Row." We now have Mr. Hyman with the Smith visible, the Southern Typewriter Exchange with the Fox and Mr. Koplinger with the Monarch, all within a few doors of each other.

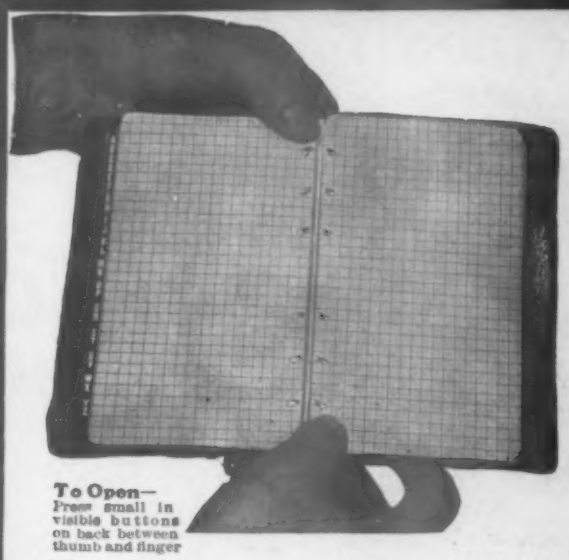
* * *

One of the most progressive typewriter concerns in the city is the Southern Typewriter Exchange. Six months ago H. M. Dyett and Mr. A. H. Pike started in business under the above firm name in a back room at 825 Union street. With pluck, hard work and square dealings they soon had a good business started, and every month has shown a big increase. The demand on them for machines and supplies and repairs was greater than the supply and they found it necessary to increase their facilities. A stock company was formed and they were incorporated for $5,000. We understand that the greater part of this stock is owned by Messrs. Dyett and Pike and a small per cent was sold to friends of the firm.

* * *

The Southern Typewriter Exchange, Ltd., has rented the entire ground floor at 825 Union street. The large front room will be used as an office and handsome showroom, and the room in the rear will be used for the repair and shipping department. Since this firm secured the agency for the Fox typewriter their business has almost doubled, and with their increased facilities and their large show room, business cannot help but increase.

At the first meeting of the board of directors the following officers were elected: H. M. Dyett, president; A. H. Pike, vice president; Edward Duplantier, Sr., secretary and treasurer. Mr. Pike will superintend the repairing end of the business and Mr. Dyett will have charge of the selling force. It will be necessary to have a manager to take charge of the office business and we understand they have several in view, but have not as yet decided.



For the

Hip—
Vest—
OR
Coat—
Pocket

The Cleverest — Neatest — Simplest — Most Practical—Most Attractive—Easy-to-Handle

is the

LOOSE LEAF MEMO. BOOK

You couldn't put it out of order if you tried.

Light—Strong—Durable—Compact

With a SIX HOLE SHEET of paper it gets clear around the usual complaint—i.e.—"leaves tearing out." Not like any other loose leaf book for the pocket—

EASY TO OPEN OR CLOSE

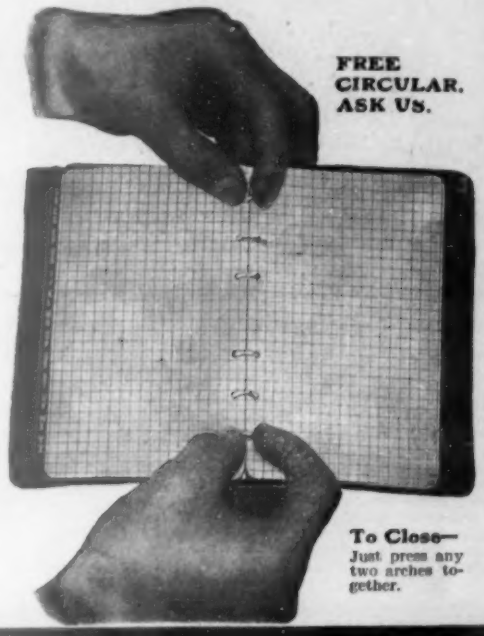
FREE CIRCULAR. ASK US.

Index Sheets—leather tabbed.
Appearance—beautiful.
Material—best made.

MANY SIZES
2x4 and up.

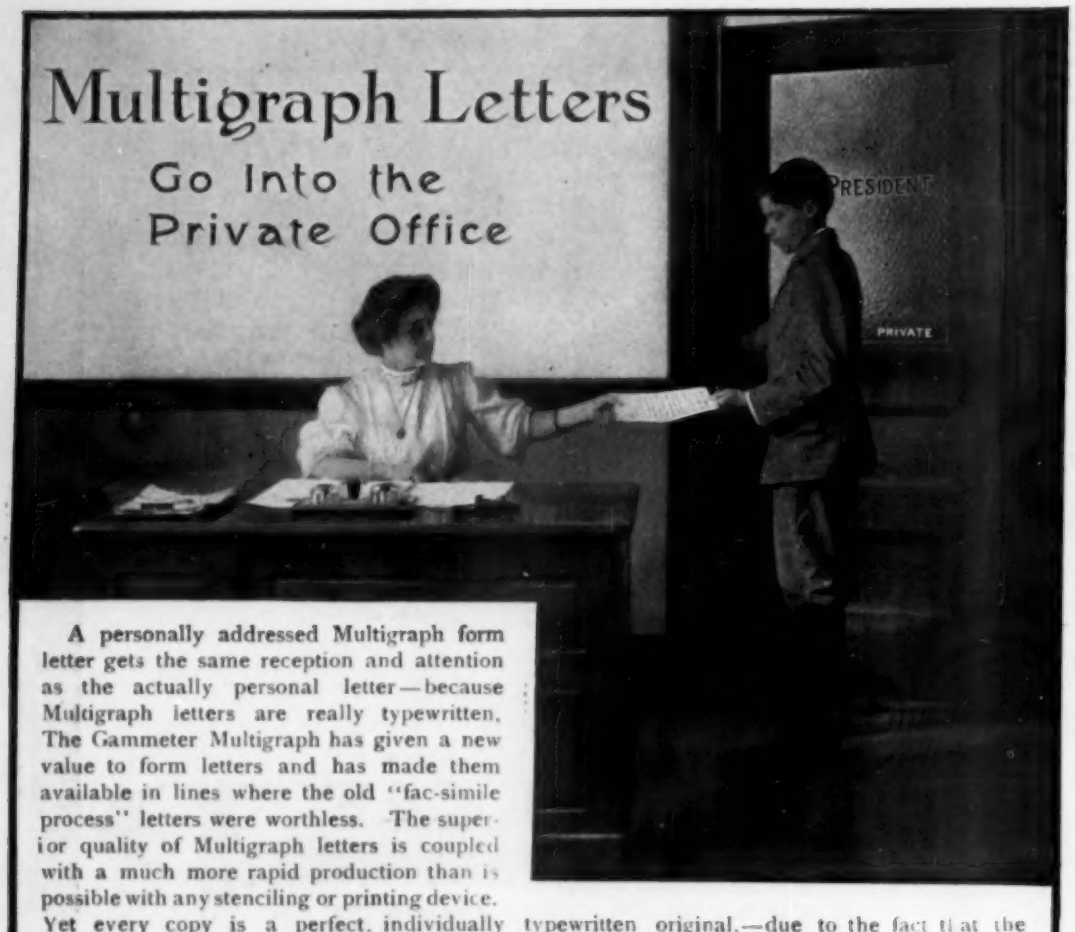
We Make it for the Trade

Irving-Pitt Mfg. Co.
Kansas City, Mo., U. S. A.



Multigraph Letters

Go Into the Private Office



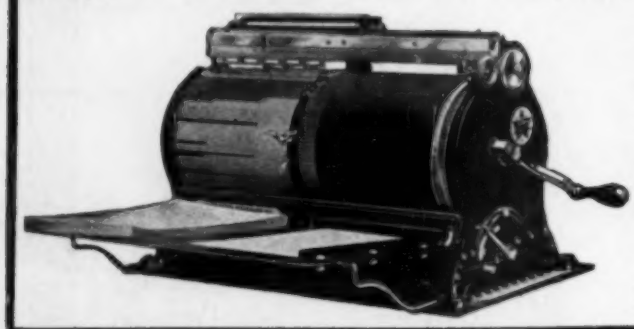
A personally addressed Multigraph form letter gets the same reception and attention as the actually personal letter—because Multigraph letters are really typewritten. The Gammeter Multigraph has given a new value to form letters and has made them available in lines where the old "fac-simile process" letters were worthless. The superior quality of Multigraph letters is coupled with a much more rapid production than is possible with any stenciling or printing device.

Yet every copy is a perfect, individually typewritten original,—due to the fact that the

Gammeter Multigraph

2000 (and over) Original Copies per Hour

uses typewriter type, ribbon and platen, producing work that can in no way be distinguished from regular typewriter work. The Gammeter Multigraph can be easily operated by any boy or girl of ordinary intelligence, turns out perfect work at *all* seasons of the year (no stencils to melt), and is just as clean and attractive as any standard typewriter.



The Gammeter Multigraph can also be adapted to print all sorts of office forms, card index supplies, postal cards, tabulated reports, etc., doing this work at a fraction of the cost of job printing.

LET US SEND YOU A SAMPLE

of a letter typewritten on the Gammeter Multigraph and addressed to you personally. Simply send us your name, the name of your firm, and the position you occupy. We'll also send descriptive booklet or catalogue.

The American Multigraph Sales Co.
1816 Case Ave., Cleveland, Ohio
Branch Offices Everywhere

See the Gammeter Multigraph Exhibits, National Business Shows, Madison Square Garden, New York, Oct. 12-19; Coliseum, Chicago Nov. 9-16.

BOOKKEEPING WORKS By Chas. A. Sweetland

—STATIONERS SELL THESE BOOKS—

"A B C of Loose Leaf Bookkeeping." A booklet giving all necessary information to those who use or intend to use loose leaf books. It puts you on the right track and prevents costly errors. Size 3½x6, 24 pp., paper cover, price 25c.

Special Low Prices to Stationers in quantity: You can give them to your customers: Your Card printed free: Sample for the asking:

"The Science of Loose Leaf Bookkeeping and Accounting." This work is to the business man's office just what the Century Dictionary is to the private library, an invaluable book of reference. 238 pp., 8vo. 50 plates showing all special forms needed in business. Systems outlined for all classes of business, cloth bound, 4th edition, The Loose Leaf Text-Book, $2.00.

"Uses of Loose Leaf Books or Anti-Confusion Business Methods." As indicated by its title, this book deals practically with modern methods of office work, and the changes, which have taken place in recent years, tending to prevent confusion and produce that perfect harmony which makes every part a working element of the whole. 84 pp., size 5½x8 cloth, $1.00; paper, 50c

—TRADE SUPPLIED AT A LIBERAL DISCOUNT BY—

CHAS. A. SWEETLAND, 263 Dearborn St., CHICAGO.

TYPEWRITER NEWS.—Continued.

"Eddie" Duplantier, who was recently promoted to salesman for the Remington, is proving his abilities to the company by bringing in the orders. He has recently been assigned to a large country territory. We are glad to see Mr. "Eddie" making good and we all wish him success.

* * *

G. P. Crandall has resigned his position with the Underwood Typewriter Company to accept a position in Detroit, Mich. Mr. Crandall spent nearly a year with the Underwood in this city and was very successful in selling their machine.

* * *

The firm of Dearborn & Warfield, who for a number of years has been selling Smith Premier typewriters in this state, has dissolved partnership and Mr. Dearborn will go to Birmingham, Ala., to conduct the typewriter and office furniture business formerly controlled by said company. For the past year Mr. Dearborn has had the Alabama office in charge and only recently the territory was divided. To better facilitate business Mr. Dearborn sold out his interest in the business to Mr. Shumart, who will conduct the business with Warfield under the name of Shumart and Warfield. Mr. Shumart was formerly a proprietor of a printing establishment in this city.

Nashville, Tenn.

Robert G. Gates, local representative and dealer for the Fox Typewriter Company, with an office at 207 Union street, where he is doing an exceedingly good business for his machine. Mr. Gates was for 16 years in the typewriter business, and is now engaged on his own account, and in time will take on other office appliances and specialties. Besides being a hustler, he is popular and "gets the business." He recently visited Chicago and Grand Rapids, Mich., in an endeavor to secure some new ideas and to become better acquainted with his people.

Omaha, Neb.

T. E. Hancock, formerly manager of the Omaha office for the Oliver typewriter, has been promoted to be manager of the Kansas City office for the same company, succeeding Manager Warren, who goes to Seattle.

* * *

H. M. Ferer, who with others, has conducted a typewriter exchange at 19th and Farnum streets, has sold his interest in the company to D. M. Newman, who will continue the business at the same place.

Philadelphia, Pa.

(By Our Special Correspondent.)

W. H. Fleischman has been appointed acting manager of the Philadelphia office of the American Writing Machine Company, controlling the Typewriter Exchange, succeeding L. B. Wyckoff, who has resigned.

* * *

H. B. Moninger has been promoted from the position as foreman of the Philadelphia branch of the Oliver to be salesman in the same office.

* * *

M. P. Andrews, who for the last six years has been one of the "force" of the Elliott-Fisher Company in their Philadelphia office, has just connected with the office of the Smith Premier Typewriter Company and will make a specialty of billing machines.

* * *

P. V. Gilfillen, for many years expert demonstrator for the Elliott-Fisher Company, covering the greater portion of the United States, has just been added to the staff of the Smith Premier Typewriter Company at their Philadelphia office.

* * *

C. H. Stanley, the new assistant manager of the Oliver Typewriter Company's Philadelphia branch, is making things hum in the country sales department. He has already thoroughly imbued his sales force with his indomitable spirit, and as a result, orders are pouring in thick and fast.

* * *

W. J. Ryan, local agent for the Oliver typewriter at Excelsior, Pa., secured two orders and a brand new baby girl. It won't be long before he will be taking further orders.

* * *

Joseph Johnson, the Oliver local agent at Milton, Pa., joined the benedicts recently and purchased an automobile for the bridal tour. The Oliver is a great money maker in the hands of a hustling agent.

* * *

Five additional salesmen were placed on the Philadelphia city and country force of the Oliver in September. This must mean that business is booming with Manager Graves in the Quaker City.

Peoria, Ill.

H. T. Myers, in charge of Peoria, for the Oliver Company, has been promoted to be assistant manager for the same company at Boston.

Pittsburg, Kans.

The Allen Typewriter & Supply Company has been formed here, with Ray B. Allen as manager, doing a mail order business in typewriters, supplies and other office specialties. The business is located at 504 North Broadway, and the company are sole agents for the L. C. Smith & Brothers typewriter.

TYPEWRITER NEWS.—Continued.

Portland, Ore.

(By Our Special Correspondent.)

The Coast Agency Company, for many years agents for the Yost typewriter and now the general agents for the Monarch typewriter, reports a general good business throughout Oregon, their territory for this machine.

Portland, Me.

(By Our Special Correspondent.)

C. O. Barrows, the pioneer typewriter man of this city, who has had the Oliver machine for the past few years, reports that he is having great success with the new model and that the typewriter business generally in Portland was never more prosperous than now. Mr. Barrows' years of experience in the typewriter game has made him one of the best known and most popular dealers in New England.

* * *

Geo. W. Cochrane, traveling salesman for the Oliver Typewriter Company, traveling through the Maine territory, reports a record-breaking fall business. George is a hustler of the first rank and deserves credit for the splendid work he is doing for his company.

Providence, R. I.

(By Our Special Correspondent.)

Mr. C. V. Knightly, who caused the typewriter people considerable worry and some expense by his crooked dealings here and who later skipped the town, was arrested in Philadelphia after representing himself as a bank examiner to the typewriter people and others. The police of Providence would like to have him come back here, as they have a cell vacant that they are holding for him.

* * *

Miss Elsa Dana, formerly in charge of the Employment department of the Underwood, has accepted a position as assistant to Mr. Jacobs, the new manager of the R. I. Commercial College.

* * *

Mr. Brown, assistant manager of the Smith Premier Company, has taken a well earned vacation and has taken a trip down the Hudson and will stop and visit the Smith Premier factory before he returns.

* * *

Miss Ethel Brown, well known among the high school graduates of last year and who stood highest in her class, has accepted a position with the Underwood Typewriter Company to take charge of the employment department. As she is very well known she will no doubt boom this department.

* * *

Mr. Holliday, the new L. C. manager, has taken charge here and is stirring things up considerable.

* * *

The Providence business show, which will be held here September 30 to October 5, will no doubt be very successful by the large number of exhibitors that have signified their intention to be there. The typewriter speed contest will create quite a little interest and a number of fast operators have entered the contest, which will be held on the evening of October 5 for the championship of Rhode Island. Miss May Matthews of Providence at present holds the championship and will no doubt try to retain it.

* * *

Mr. Waldo Carpenter, one of the former Underwood salesmen, has been covering this territory for the Standard Ink Company and is calling on his friends in Providence and vicinity.

Quebec, Canada.

T. J. Coo, special representative for the Monarch Typewriter Company of Syracuse, spent a few days in this city assisting T. J. Moore & Company in their "get away" in the typewriter business. The new typewriter agency is headed by T. J. Moore, for some years handling the Remington typewriter in Quebec.

Roanoke, Va.

The China Art and Book Store a few months ago secured the dealership for the Monarch typewriter and while not experienced in the typewriter business, their success to-day has been eminently encouraging

Rutland, Vt.

H. E. Abbott, one of the leading merchants of this city, has recently taken the agency for the Oliver typewriter, and has already made quite a number of sales with every promise for success that the high estimation in which he stands among his townspeople assures.

Saginaw, Mich.

F. H. Harris, formerly local agent for the Oliver in this city has been promoted to be a salesman for the Oliver in the general offices at Chicago.

San Francisco, Calif.

(By Our Special Correspondent.)

William S. Wood, one of the veteran typewriter men of the Pacific coast, and formerly with the Remington Typewriter Company, is now with the L. C. Smith & Brothers agency, under the L. & M. Alexander Brothers as state dealers.

* * *

Notwithstanding the general business depression in this city, due to strikes, etc., Wolf & Isenbruck two of the most consistent workers in the typewriter field, and dealers for the Monarch typewriter, have done their portion of the typewriter business during the summer months.

* * *

John B. Hartford, at one time manager at Los Angeles for the Monarch Typewriter Company, is

THE SIGNOTYPE

NOW READY FOR DELIVERY.

A few desirable agents will now be considered for the immediate delivery of a limited number of these "Sign Making Machines."

Write for Catalogue, Territory and Contracts.

AMERICAN SIGNOTYPE COMPANY

107-109 South Sangamon Street **Chicago, Illinois, U. S. A.**

SEE EXHIBIT AT THE NATIONAL BUSINESS SHOW, NEW YORK.

TYPEWRITER RIBBONS

CARBON PAPERS

I. M. C.

¶ New management, new policy, new machinery, new processes.

¶ Everything new and up-to-date.

¶ Second to none in hard finish varieties of carbon paper.

¶ Prices commensurate with quality.

¶ Pencil and Pen Carbon Papers, all kinds.

¶ Ribbons of all kinds for all typewriters.

¶ Two colored and three colored ribbons a specialty.

¶ **Agents wanted everywhere.**

¶ Special attention to large consumers.

¶ Price lists, and sample carbon paper, to responsible parties.

¶ Write today—you may forget it tomorrow.

Indeliba Manufacturing Company

Rochester, N. Y.

TYPEWRITER NEWS.—Continued.

now with the Alexander Brothers, in their Oakland office selling the Smith Brothers machine.

Spokane, Wash.

F. S. Merrill, for a couple of years exclusive dealers in eastern Washington for the Monarch typewriter, has recently taken in a partner in the person of C. F. Clark, formerly connected with the Remington Typewriter Company, and also F. L. Kirshaw, an old typewriter man of Spokane. They will continue the business under the name of the Typewriter Supplies & Repair Company.

Seattle, Wash.

P. F. Montgomery, who is well known in the Northwest territory and formerly with the Underwood typewriter, is now with the L. & M. Alexander's selling organizations at Seattle.

St. Joseph, Mo.

Manager M. O. Plowman, local representative for the Smith Premier Typewriter Company, is pleased with having won the prize for the greatest percentage of gain for the last selling period.

St. Paul, Minn.

W. R. Roberts, formerly of the Elliott Fisher Co., is managing the new billing machine department with the Smith Premier Typewriter Company here.

Scranton, Pa.

While not doing much "hollering" J. N. Smoot is quietly increasing the sales of the Monarch typewriter in this territory.

St. Louis, Mo.

It will not be long before St. Louis is to become one of the main distributing points for the wholesale typewriter business. We understand that a well known typewriter man is preparing to begin operations as a wholesale dealer in all makes of typewriters, and will make a specialty of the "thoroughly rebuilt kind."

* * *

The Monarch Typewriter Company have complied with the Missouri state laws by filing intentions with the secretary, showing that the company is incorporated for $100,000, and will have $2,000 invested in Missouri, with main office at St. Louis.

Salt Lake City, Utah.

The Utah Typewriter Exchange Company has secured the exclusive dealership for the Monarch typewriter in the state of Utah.

Syracuse, N. Y.

(By Our Special Correspondents.)

W. H. Gleazen of the Smith Premier Typewriter Company, Syracuse, paid the company's Pittsburg office a visit on September 10th, which is the beginning of an extensive tour of the south in the interests of the company.

* * *

President L. C. Smith of the Smith Brothers Typewriter Company, says that the report of a merger of his and other companies is entirely out of possibilities, so far as his company is concerned. He says that he is acquainted enough with "combination methods" to know when "to leave it alone," so they'll go it alone.

* * *

L. B. Wyckoff, former manager of the Typewriter Exchange, of Philadelphia, has enlisted his services in the Monarch Typewriter Company and has set out with his usual determination to Monarchize some of his Syracuse friends, who are extending a glad welcome to him.

* * *

F. C. Dulmage, the capable and enthusiastic local manager for the Monarch Typewriter Company of London, Ontario, spent a few days in Syracuse recently familiarizing himself with the machine and his company.

* * *

President Davies of the Foote & Davies Company, of Atlanta, Ga., exclusive dealers for the Monarch machine, spent a few days at the Monarch typewriter factory last month.

* * *

P. V. Gilfillan, formerly connected with the Elliott-Fisher Company for many years as their railroad demonstrator, has accepted a position with the Smith Premier billing machine department at their Philadelphia branch.

* * *

Among the recent visitors to Syracuse was W. L. Smith, manager of the typewriter department for N. C. Sparks & Co., Ottawa, Ont., Canada, dealers for the Monarch in the Capital city.

* * *

The Saturday half holidays are over for another year with the long grind of winter ahead of the typewriter makers.

* * *

Mr. O'Brien of the New York Monarch office, has been spending his vacation in Salt Lake City renewing old acquaintances.

* * *

The Monarch and Smith Premier factories closed down the 12th, 13th and 14th of September on account of the state fair. It was the first vacation the employes had had in a year and was greatly appreciated. Instead of going to the fair a lot of the boys went fishing.

* * *

We could not help but notice during the state fair week, how plainly the electric signs "Smith Premier" loomed up on the top of the Smith Premier building. The large 15 foot letters of the Monarch Company extending clear across their building, also the signs between each window of the L. C. Smith & Brothers' building, which at-

WALKER'S VERTICAL CABINETS

DAVID D. WALKER COMPANY

MANUFACTURERS TO THE TRADE ONLY

21 Quincy Street, Chicago, Ill., U. S. A.

Two large factories devoted exclusively to making **Vertical Cabinets.**

Made in **two, three** and **four drawer letter** size; **four** drawer **Cap,** and **five** drawer Bill size,—solid or with **detachable** sides, as shown above.

PLAN OF CONSTRUCTION

Built to extend laterally, sections being joined together, making one solid cabinet.

APPEARANCE

Quarter sawed oak fronts, panelled oak sides and finished backs. Solid oxidized brass trimmings. Extension slides on all drawers.

FEATURES

All drawers and slides are fitted with rubber buffers.

Mechanically perfect. They will not warp or bind.

MODERATE PRICE

HANDSOME STRONG

Our Cabinets are as near perfect as the best labor and material can make them.

DEALERS

Write us for catalogues, terms, territory and full dealership proposition, the

BEST EVER MADE DEALERS

YOU CAN WALK AWAY WITH THE COIN

IF YOU SELL THE

PROTECTOGRAPH

BUT THE CHECK RAISER DON'T

Stand any Show

IT IS BECAUSE YOU CAN DISPLACE ANY OTHER SO-CALLED "CHECK PROTECTOR" WITH THE

PROTECTOGRAPH

THAT WE WANT YOU TO WRITE TO-DAY FOR OUR SURE SELLING ARGUMENTS FREE ON REQUEST.

G. W. TODD & CO.

36 Exchange St., Rochester, N. Y., U. S. A.

TYPEWRITER NEWS.—Continued.

tracted much attention from strangers coming to town, as all the buildings are passed by the different railroads entering the city.

* * *

Cupid is playing havoc with the Monarch girls. No less than four were taken the first part of the past month, the latest being two "pretty ones"—too pretty to be engaged in the typewriter works.

* * *

Heathe Gregory, formerly of the Elliott-Fisher Company, is now managing the billing machine department of the Smith Premier Company at Minneapolis.

* * *

H. I. Seddon, general manager of the billing machine and office system department of the Smith Premier Company in their executive offices at Syracuse, is certainly building up one of the strongest billing machine organizations in the trade, having, outside of five special supervisors, about twenty-five to twenty-eight experts in this line, working in different parts of the country and the sales of the various models are such that the factory seems to be at its wits' ends to fill orders promptly.

Terre Haute, Ind.

(By Our Special Correspondent.)

Louis Block, manager of the local branch of the Remington Typewriter Company, took a two weeks' vacation by visiting Buffalo and the Falls. He also visited Toronto and other Canadian points.

* * *

S. A. Dale, manager of the local branch for the Underwood Typewriter Company, reports an exceptionally good business for the close of summer.

* * *

S. A. Dale, manager of the Underwood Typewriter Company at this city, resigned on the 15th of September to take a position as salesman for the Office Equipment Company of Louisville, Ky. After trying the position he found he did not like it and that the opportunities were not so good and he has returned here and resumed work for the Underwood people.

* * *

E. D. Atkinson, special correspondent for Office Appliances, has taken the Civil Service examination for position as stenographer for the Departmental Isthmian Canal and Philippine service. Returns have not yet been made.

Toledo, O.

(By Our Special Correspondent.)

The Oliver typewriter interests are now represented here by the Newton, Rotherick Co., dealers in office supplies and specialties. As the Newton-Rotherick Company are well known in Toledo, as an energetic and up-to-date typewriter firm, the Oliver will again be breaking sales.

Mr. Luther G. Raymer, an old Oliver traveler, is now looking after the interests of this typewriter in northwestern Ohio, with headquarters in Toledo.

Toronto, Canada.

E. R. Heyland of the Monarch Typewriter Company, Ltd., reports things moving "fast."

* * *

"Tom" Coo, he of the ready reply and known to all Torontoans, took a lay-off of a couple of months, combining family business with pleasure, and has only recently returned to his field of activity with the Monarch Company at Syracuse.

* * *

An important business arrangement was consummated through which the Copeland-Chatterson Company of Toronto become sole Canadian selling agents for the Elliott Fisher billing machine.

* * *

Mr. George Watt of New York, general manager of the Elliott Fisher Company, arrived in the city on Friday last, and immediately opened negotiations for the reorganizing of the Canadian branch of the business. The fact that he is a loose leaf expert and that Copeland-Chatterson loose leaf accounting goes hand in hand with the mechanical recording business transactions probably helped him to a quick decision as to the best hands in which to entrust his Canadian business.

Vancouver, B. C.

William Nelson, with a temporary address as Post Office Box 1057, Vancouver, goes to that city to engage in the typewriter business for himself. Mr. Nelson was formerly located in South Africa for the Remington Typewriter Co., and as soon as arrangements are completed will evidently engage in the general typewriter and office supply business in this section.

Winnipeg, Man., Canada.

Brother Baker of the Baker & Gregg Company, with hair of sunset tint and the lively dealer in Monarch typewriters, has been under the weather for a considerable time, but is reported back again at work, with his old time ginger.

Mr. Gregg, the other member of the firm, although a young man, displayed considerable ability in handling the business during the absence of his partner.

* * *

P. G. F. Baker of the firm of Baker & Gregg, took unto himself a wife on June 28, 1907, which fact will be pleasing news to his many friends. The Mrs. and her best have the best wishes of all of us.

Wheeling, W. Va.

R. A. Fleming, who has been local salesman for the Monarch Typewriter Company's Pittsburg office, has been made manager of the typewriter de-

CARBON PAPER FACTS

No. III.

It costs one man just about as much to make a good carbon paper as another. The best materials cost us all the same price and I know that I buy the best. The difference is not in cost of production, but in our ideas of reasonable profit. I believe in big turn over and make my prices accordingly. I do not pretend to work for nothing, but I want your business, and quote accordingly. I will gladly send you samples and prices. Goods back and money refunded if not satisfactory.

A. L. Foster, President.

MANIFOLD SUPPLIES CO.

55 WARREN ST., N. Y. C.

"Du-Ra-Bul"

Typewriter

Ribbons

Never Make Your Customers Angry. No One Will Ever

"Call You Up to Call You Down"

Because You Sold Them

With the discriminating ribbon user

Quality-Wear-Perfect Work

are things he finds nowhere so much as in

"Du-Ra-Bul" Ribbons

Ribbons that are known as "Something just a little better"

You Owe It to Yourself to Learn of This Brand

AMERICAN AGENCIES

Hartford	Harrisburg	Buffalo	Omaha
Toledo	Kansas City	Chicago	St. Joseph
Cincinnati	Detroit	Pittsburg	Springfield
Baltimore	Columbus	Philadelphia	Providence
Boston	Cleveland	Minneapolis	Grand Rapids
St. Louis	Washington	Los Angeles	Albany

Nothing has so much to do with the making or marring of a letter as a typewriter ribbon, and our ribbons do not mar — *they make.*

New York City Representative
The Ransom-Parker Co., 57 Warren St.

THE DODGE COMPANY

Manufacturers

SYRACUSE, N. Y., U. S. A.

TYPEWRITER NEWS.—Continued.

partment of the Palace Furniture Company, the local agents.

Williamsport, Pa.

C. B. Rubican, local agent for the Underwood Company, is reported to have left this city and the management of his company's offices under circumstances that would indicate that he does not intend returning. Several unpaid bills, including a board bill, have caused merchants to wonder whether they have been "handed a lemon." A warrant has been issued for his arrest.

Worcester, Mass.

(By Our Special Correspondent.)

The Frost Stamp & Stationery Company of this city, who recently took the agency for the Fox typewriter, report fine success thus far, the sales of the Fox visible in its new territory far overreaching expectations.

* * *

G. L. Mills, who has for several years been manager of the local office for the Smith Premier Typewriter Company, has tendered his resignation to take up the publishing business and it is anticipated and believed by his many friends that much success awaits him in his new embarkment.

* * *

The fall business in general seems bright as usual at this time and a lively season is looked for by all in the fraternity.

* * *

The Worcester School of Commerce, which opened its school only a short time ago, reports a very remarkable success for the short time it has been started.

* * *

The Tyler Business College, which has for several years been in the State Mutual building, has taken new quarters in the new Brewer block, occupying the entire fourth floor over 4,000 feet of floor space.

This is one of Worcester's largest and best equipped schools and with their past reputation and new, roomy quarters, they look forward to a large attendance this season.

This is the only school of this nature in the east, solely owned and conducted by a woman. Mrs. Tyler, who for 24 years has been a court and public stenographer, has built a business in the past six years which is envied by her competitors. The last season's graduation class numbered in the seventies. Mrs. Tyler's school is the only school in this locality which positively guarantees positions to graduates, and Mrs. Tyler is held in high esteem by a large circle of friends.

Washington, D. C.

(By Our Special Correspondent.)

Manager J. K. Wightman, of the Washington office for the L. C. Smith & Bros. Typewriter Company, has returned from a ten days' vacation spent at the Jamestown Exposition. He reports having a very pleasant time taking in all that was to be seen, and is now ready to break some records around Washington.

* * *

Fred E. Mann, manager Oliver Typewriter Company, was absent from his office for a few days recently, on a business trip. He reports business exceedingly good for this time of the year, the number 5 model, that recently came on the market, is having a wonderful sale in this territory. Mr. Mann and sales force are hustlers which will get their share of the business.

* * *

J. L. Watson is one of the busiest men on the L. C. Smith & Bros. Typewriter Company sales force, he has many friends and is adding new ones each day. He has produced some good business since joining the Smith force.

* * *

The Oliver Typewriter Company show window is attracting a great deal of attention, the display showing Uncle Sam with about sixteen Teddy bears in sizes ranging from about ten inches to eighteen inches in height, and one large mother bear about thirty-six inches in height, who is guarding the small cubs, four of which are singing praises to the Oliver, about eight are inspecting the mechanical construction and passing their mechanical opinions. The show winds up with a speed contest between Oliver Bear and Bear Oliver, the contest ending in a draw, both having beat Miss Fritz's World Records.

* * *

The Moore Company, agents for Blickensderfer and Fox visible typewriters, report an increase in business for both machines. They recently received one of the first No. 8 Blickensderfer machines with the new tabulating device, the tabulating and the back and forward spacing devices will hereafter be added to all machines without extra cost, which will make the machine a great seller.

* * *

W. J. Moore of the Moore Company, has returned from Stamford, Conn., where he attended the Blickenderfer sales manager's convention, on the return trip stopped off a few days in New York.

Mr. Moore is interested in the Southern Furniture Company of Washington, D. C., owners of patents on the new disappearing typewriter desks, and informs us that the Derby Desk Company of Boston has contracted for a number of thousands of these devices, to be attached to their well known and popular desks.

The Most Profitable Line to Handle is the One Which Gives Satisfaction

Sterling

Quality Products

is the Line that stands for Quality with the latest ideas in filing Devices and Office Furniture in Sheet Steel.

Office, Bank, Library, Courthouse and Schoolhouse Equipment.

Our new catalogue is fresh from the press. A postal will entitle you to it. Write right now.

The

Canton Art Metal Co.

CANTON, OHIO

Eastern Office. 25 Ann St., Cor. Nassau, New York
Western Office, 253 2nd Ave., So., Minneapolis, Minn.

TYPEWRITER NEWS.—Continued.

L. M. Jones, formerly of St. Louis, is stirring up business for the Moore Company. He is one of the western type of hustlers, and should not have much trouble in separating the natives from their $$$$$$$$$ after giving them one of his demonstrations on either the Fox or Blickensderfer visible machines.

Davenport, Iowa.

Martin H. Smith, for the past four years agent for the Underwood Typewriter Company here, has resigned his position and goes to Iowa City to study law.

Kenosha, Wis.

According to late reports received from Kenosha, the creditors of the Visible Typewriter Co., have given the company more time in which to liquidate their accounts, and are therefore not adjudicated a bankrupt as announced elsewhere. At the request of the petitioning creditors the receiver is given five days from September 26th, in which to make a settlement. S. Wollheim is president and general manager of the company.

Lexington, Ky.

George B. VanHorn, who has represented the Smith Premier Typewriter Company in central Kentucky for the past six years, has resigned his position and accepted an offer from the L. C. Smith & Brothers Typewriter Company, and remains in his old field of activity. Mr. VanHorn has many friends in this territory who will be pleased to learn that he remains among them.

Montclair, N. J.

Mr. John F. McClain, vice-president and general manager of the Remington Typewriter Company, who has a residence in this city, has just completed a 1,800 mile automatic trip through New England. Mr. McClain used a Thomas touring car and crossed seven states before he returned. During the trip, the gasoline tank exploded and did $200 damage to the car, which happened in Bridgeport.

New York City, N. Y.

(By Our Own Representatives.)

The fall trade has started in with a buzz and a hum. Every company is up to its neck in new business, and the rush of orders is keeping the salesmen, and the office staffs on the jump all the time. There are very few changes to note, each company apparently being so satisfied with their old organizations that they desired to make no changes. On all sides we find additions to factories, or new ones, facts which are too eloquent of the present state of the typewriter business to need further words. Business is good—everybody says so, and the typewriter business is as good an indicator of the prosperity of the country as any barometer of trade. It is always the first to feel the rising boom of trade, and the first to experience the slightest depression.

* * *

F. L. Sholes, manager of the Monarch typewriter, has started in with a swing to make things hum in the local office. He is glad to get back to New York, and is determined to make a record for the New York office, which will not be excelled by any other Monarch office in the country. This he will do without a doubt. He invariably backs his words up with deeds.

* * *

Manager Gardner of the Hammond Typewriter Company, reports that business during the past few weeks has been on the rush. They are to have an exhibit at the Garden Business Show, and will occupy the same space on the same corner that they did last year. They will have an interesting exhibit, with some new features.

* * *

The Hammond Typewriter Co. had an exhibit of their machines at the Dutchess County Fair at Poughkeepsie early in October. They have a host of friends among the up-state farmers, and patrons of the fair.

* * *

Charles Janover has been appointed salesman to the Hammond Typewriter Company with a New York territory. He was formerly with the Oliver Typewriter Company.

* * *

The L. C. Smith & Bros. new model is on the market. Mr. Humphries reports that it is giving the greatest of satisfaction, and making a host of friends. The only trouble they have is to get enough of the machines to keep up with their constantly increasing orders. The salesmen are all oversold, and are worrying because they cannot get machines enough.

* * *

Particulars about the litigation between the Underwood Typewriter Company and the Elliott Fisher Typewriter Co. appear in another column.

* * *

The Typewriter Exchange of Barclay street, now under the management of Mr. Black, is undergoing numerous alterations so far as the store is concerned. Partitions are being removed, and new sectional cases with glass doors are being installed. They are disposing of all their old stock of second-hand machines, and in the future will deal exclusively in first-class rebuilt typewriters of all makes.

* * *

All powerful is the press. The paragraph that appeared in one of our previous issues with regard to an old Glidden Sholes machine that the Typewriter Exchange had on exhibition, Mr. Black has received several offers for. He has declined all of

The

VICTOR

Not only in Name but also in accomplishment.

It has surmounted the difficulties of the past in typewriter manufacture.

It establishes a new standard of excellency in typewriter equipment.

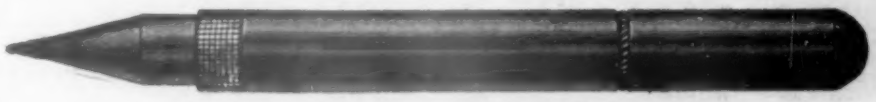
Its new features are striking and their practicability appeals at once to the one who is looking for a superior machine.

Its extraordinary efficiency can be appreciated only upon a personal investigation.

A descriptive Catalogue is free upon request.

VICTOR TYPEWRITER COMPANY
812-814 Greenwich St.
New York

THE FLUID PENCIL (Made in England)



No. 2 Medium Size

ILLUSTRATION FULL SIZE.

Made in three sizes: No. 1, $1.50; No. 2, $2.00; No. 3, $2.50. Can be carried in any position without fear of leakage. Furnished in either red or black vulcanite. All Fluid Pencils have platinum point and spring needle and are GUARANTEED to give perfect satisfaction.

ECKEL & COMPANY, 39-41 Cortlandt Street, New York City

Write for Circulars and Trade Discount.

COUNTS YOUR CALLS—SAVES YOU MONEY

"INVINCIBLE" PHONE REGISTER

PATENTED JUNE 5, 1906

PRICE, COMPLETE, $1.25

By it you can keep a correct record of the telephone calls that you make. It does away with pencil and paper method of trying to keep a record. Does not register until you have obtained your party, and then only when you pull the lever down until the bell rings. Cannot be tampered with; lock-out arm prevents tampering. The register records up to 1000 and then returns to 0 or it can be set back at end of month or whenever desired. It prevents dispute between subscribers and the Company; is indispensable where measured service is used. Endorsed by every telephone and business man that sees it. Made with two styles of attachments for desk or wall sets. In ordering state what style you wish.

Mailed to any address in the United States and Canada postpaid, upon receipt of price. "The Invincible" Phone Register is made of sheet steel, highly polished, simple, strong and will last a life-time.

AGENTS WANTED

in every city of the United States and Canada. Write for terms.

MADE BY THE

GRAEBER-ENTRIKIN MANUFACTURING CO., Inc.

MANUFACTURERS OF—"The Invincibe Cash Register Pay Station"
Telephone Equipment and Measured Service Toll Devices

DEALERS IN
Dynamos, Electric Fans, Storage batteries and "Everything Electrical"

Estimates for Entire Telephone Equipments Furnished on Application

Suite 501-502 Keith's Theatre Bldg., No. 1116 Chestnut St., PHILADELPHIA, PA.

TYPEWRITER NEWS.—Continued.

them, and for a good reason too. If this antiquated novelty is worth anything as an advertisement, it is surely worth more to Mr. Black here in New York than to any one else anywhere. It is a fine drawing window display, and money won't buy it. Dealers, please take notice.

* * *

The Underwood Typewriter Company's office presents a busy scene these days. Business is advancing by leaps and bounds, and the salesmen are working like beavers. Preparations are being made for a fine display at the business show. Miss Fritz will come on from the Jamestown show to do her little part of winning the championship cup, and if she does not carry it off—well, we shall see. There are two other likely competitors, who are training on the Underwood, both of whom will put up a splendid fight, and neither will be far behind the leader.

* * *

Miss Fritz's new pictures are astonishingly good, and prove that the Virginia air has done her a vast amount of benefit.

* * *

The Smith Premier Typewriter Co. are so busy that they have had no time to make changes. Everything is working smoothly and nice, and they hope to meet a large number of their frineds and operators at their exhibit at the Garden.

* * *

W. W. Ramer, accompanied by his better half, took a trip to Boston recently. He did some good business for the Wholesale Typewriter Co., his only regret being that he was sorry he could not take the trip earlier. Business with the Wholesale Company has been so brisk that Mr. Ramer has been chained to his office.

* * *

The bichrome and trichrome ribbon attachment put out by the Wholesale Typewriter Company is creating quite a sensation among dealers all over the country. Mr. Ramer is surprised at the number of orders he has received, all of which plainly show that there is a great demand for such a neat handy little device as the one he is selling.

* * *

The alterations at the Remington office are now complete and show a great improvement over the former plan. Business at this huge place is the same as ever. Arrangements are being made to have a fine display at the business show. As this will be the first New York show at which the Remington has exhibited, they will without a doubt "do themselves proud." They have a host of friends, and we expect their booth will be the rallying for a multitude of operators and supporters.

* * *

The Royal Typewriter Company enjoyed a considerable amount of publicity through a paragraph which appeared recently in the New York Herald. Portions of it are reproduced in another column. Good progress is being made with the factory at Hartford, and business is so good that Mr. Neahr is at his wits end almost to find enough machines to fill the incoming orders. Owing to the pressure of business and the inability to fill present demands, it is probable that the Royal Company will not exhibit at the New York Business Show.

* * *

The American Writing Machine Company are doing an unparalleled business. Mr. Garfield states that business was never better, and machines are selling like the proverbial "hot cakes."

* * *

S. V. Penfold, formerly with Mr. Richardson, manager of the Barlock typewriter in London, England, is now manager of the Barlock office in New York. He has done some live work since his appointment, and is making the Barlock well known in New York.

* * *

The Columbia Barlock typewriter will have an exhibit at the Business Show at Madison Square Garden, where their new No. 12 will be on view. This machine has many valuable features, and is having quite a sale.

* * *

A. E. Keating, formerly with the Oliver Typewriter Company, and more recently with the Columbia Phonograph Company, is now salesman with the L. C. Smith & Bros. Typewriter Company with a downtown territory.

Fort Worth, Texas.

(By Our Special Correspondent.)

The firm of Lyerly & Smith, which for the past few years has been distributing Olivers through Texas, has indulged in a coat of white paint for the front of their office, and a gorgeous new sign which should attract the attention and admiration of all passers by.

* * *

The Remington office is shy a machine, one having been lost or stolen from them during the past week. Quite a number of such thefts have been reported lately, and it is up to the people of Fort Worth to watch their machines. An Underwood was taken from the office of the editor of the Fort Worth Telegram and is still missing.

* * *

When the Majestic Theater opens next Monday the public will have the privilege of gazing at a handsome reproduction of a Royal Standard typewriter between acts. A. A. Griffith, state agent for the Royal has the distinction of having the only typewriter advertisement on the drop curtain, and it is a real work of art. If the people in this community do not know the virtues of the Royal, it isn't the fault of Mr. Griffith, who has been advertising the new typewriter to an extent that should make the old timers sit up and take notice.

* * *

The Underwood has a new representative in this city in the person of Mr. Amos, formerly agent for the Hammond Typewriter Company in Oklahoma. A cordial welcome is extended to the newcomer with best wishes for success.

* * *

H. P. Bullard, expert machinist and typewriter mechanic, formerly of New York City, has located in this city with headquarters with the Royal Typewriter Agency, 414 Houston street, and is in a position to handle all sorts of repair work.

* * *

The Texas Supply Company, which discontinued operations during the summer months, will be open again for business sometime after October 1st.

Wichita, Kans.

(By Our Special Correspondent.)

George W. Bryan, lately of the L. C. Smith & Bros. Typewriter, resigned to take another position. He was succeeded by Harry Hoyt, who has been with the L. C. Smith Typewriter Company as city salesman in Kansas City, Mo. We understand Mr. Hoyt will later go to Oklahoma with headquarters at Enid, O. T., and Dr. Seleye, who has been with the Smith Premier at Springfield, Mo., will take his place here.

* * *

The Underwood Typewriter Company have placed Mr. George Crandall in charge of their Wichita, Kansas, office, having transferred him from the New Orleans branch.

* * *

The Wichita High School purchased 12 new machines recently, six being Remingtons and the balance Underwoods.

* * *

The Winne building has the distinction of being typewriter headquarters, there now being five typewriter companies in this building, viz: Smith Premier, Wichita Typewriter Exchange, L. C. Smith & Bros. Typewriter Company, United Typewriter Company and the Underwood Typewriter Company. All report good business.

* * *

It was reported recently that the Oliver was the only typewriter company maintaining a ground floor location, but this, we find, is untrue, and that the Remington, Fox, Royal and Fay-Sholes all have ground floor offices, and some of them with space much larger than the Oliver. Credit to whom credit is due.

Chicago, Ill.

Manager Owen of the Fox office reports a steadily increasing demand for Fox visibles and says that every month shows up better than the previous one.

* * *

The employment department of the Fox is swamped with applications for good stenographers all the time and the demand is steadily on increase. The demand for Fox operators is an indication of the number of Fox machines in use.

* * *

Over at the Underwood office Manager Alkire was resplendent with his usual jovial smile and flow of wit. He says that he has delegated the press agent work to Mr. Bridges, who was formerly his private secretary, but who has been put on in front at the desk recently vacated by Col. Parker, the inside man.

* * *

Business at the Underwood is better than for the corresponding period last year and sales are piling up in remarkable shape daily. The Chicago office is making a great showing and the Chicago sales force is holding up its end in the organization in a manner that pleases the local manager.

* * *

Manager Bayes of the Remington said he was too busy looking after business to produce much news. Matters at the Remington change little from month to month. The salesmen continue to keep up their percentage of sales and the Chicago office is busy sending out machines.

* * *

The employment bureau of the Remington is a busy institution. It is furnishing a lot of high grade help to Chicago employers and the work it does is proving highly satisfactory to all concerned.

* * *

Manager Bayes recently returned from a vacation he spent in the woods. He likes to fish, but he wants the finny prey to hurry up. He sat in a boat all day and half the night shortly after he arrived and all he caught was a coat of first class tan and a sunburned back. Inasmuch as he had invested in a lot of expensive fishing tackle he thought he had been buncoed, but when some of the old timers around the place told him how to do it he had better luck. Four o'clock next morning found him up and in the boat and before breakfast he had gathered in 16 beauties. This pleased him and he found that the early angler catches the fish.

* * *

Manager Newport of the L. C. Smith has been hustling as usual and has been so busy that he hasn't had time to make any news. All of his boys are pushing for business and some of those under his jurisdiction outside of the city are making great records for themselves.

* * *

S. E. Hardy has succeeded G. E. Payne as a traveler in the Illinois territory for the Underwood.

* * *

Walter D. Morgan, formerly of the selling force of the L. C. Smith & Brothers Typewriter Co., has been appointed to the position of assistant manager of the Chicago branch, succeeding W. F. Smith, who has been promoted to the management of the Detroit office of the same company.

* * *

Geo. E. Poyer, for several years a very successful salesman with the Underwood people in Pittsburg and Chicago, has accepted the management of the L. C. Smith & Brothers Typewriter Co.'s branch at Peoria, Ill.

* * *

Ilion, N. Y.

(By Our Special Correspondent.)

The new buildings for foundry purposes, which were erected by the Remington Typewriter Co. as an addition to their factory, are nearly completed and machinery is being installed in the larger one, which will be ready for occupancy some time this month. The typewriter factory is the scene of the usual fall activity and every thing points to a busy winter.

"Slot" Pencil Sharpener

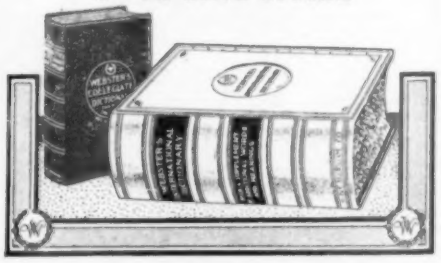
15c

Any Bevel or Length of Point, on Any Kind of Pencil or Crayon.

Hardened, tempered, razor Steel. Simplest, strongest and most effective sharpener ever made. No soiled fingers. Can be carried loose in pocket. Weighs ½ oz. Nickeled sample mailed for 15 cts. or 8 2-c. stamps Every sharpener guaranteed. We want every stationer to handle this device. Each dozen mounted on attractive display card. Send for trade price list. Special introductory offer. Agents wanted.

ABLE & WILLING MFG. CO., Lock Box 985, Phila., Pa.

A NECESSITY IN EVERY UP-TO-DATE OFFICE



WEBSTER'S INTERNATIONAL DICTIONARY

Not merely a list of words consulted for spelling and definition, but a library in one book to answer with authority *All Kinds of Questions.*

Synopsis of Contents.

Colored Plates; Flags, State Seals, Etc.
Brief History of the English Language.
Guide to Pronunciation.
Scholarly Vocabulary of English.
Dictionary of Fiction.
Revised Gazetteer of the World.
Revised Biographical Dictionary.
Vocabulary of Scripture Proper Names.
Vocabulary of Greek and Latin Names.
Vocabulary of English Christian Names.
Foreign Words and Phrases.
Abbreviations and Contractions.

2380 PAGES. 5000 ILLUSTRATIONS.

SHOULD YOU NOT OWN SUCH A BOOK?

WEBSTER'S COLLEGIATE DICTIONARY
Largest of our abridgments. Regular and Thin Paper Editions. 1116 Pages and 1400 Illustrations.

Write for "The Dictionary Wrinkle"—Free.

G. & C. MERRIAM COMPANY, Springfield, Mass.

Better Ribbons

for the

Visible Writers

YOU KNOW from experience that the narrow ribbons for visible writers have much shorter life than those for the wide ribbon machines.

YOU KNOW this is principally due to the narrow ribbon containing only about half the wearing surface of the wide, and partly because some of these machines are made to strike a harder blow than others.

YOU KNOW when these machines are operated by a hard hitting stenographer, the thing being hit is liable to give way rather soon.

YOU DON'T KNOW perhaps that we have recently succeeded in getting out a new fabric for narrow ribbons that will stand 35% more pounding than the best obtainable heretofore.

YOU DON'T KNOW perhaps that when this stronger fabric is charged with our best ribbon ink [which travels in the cloth] it makes a ribbon that will give about 50% more actual service than the best ribbon you can buy.

YOU DON'T KNOW perhaps that this new fabric can only be had in our best brand "KEE LOX" and is furnished to no other manufacturers.

Best Brands Non-Grease Carbons:

Feather Weight, 4 lb.
Thin Thin, 4 lb.
Elite, 5 lb.
Standard Weight, 7 lb.
Ivory Finish, 7 lb.

THESE BRANDS ARE THE CLEANEST IN THE WORLD

¶ Imitations are NOT Just as Good.

We Make:

18 Brands Typewriter Carbons,
14 Brands Pen and Pencil Carbons,
Copying Carbons, Billing Carbons,
Printer's Carbons, Carbon in Rolls,
Adding Machine Carbons,
and Many Special Carbons for Special Purposes.

Send for Catalogue and Discounts

BRANCH OFFICES:

New York
87 Nassau Street

Boston
176 Federal Street

Philadelphia
1112 Chestnut Street

Cincinnati
516 Mercantile Library Bldg.

Detroit
42 Buhl Block

KEE LOX
Manufacturing Co.

Manufacturers of the Largest Variety of Typewriter Ribbons and Carbon Papers in the United States.

Factory and Home Office
ROCHESTER, N. Y., U. S. A.

MAIN DISTRIBUTING AGENCIES:

CHICAGO
W. Cary Lewis & Company
84 Adams Street

ST. LOUIS
Modern Typewriter Supply Co.
Wright Bldg., 8th and Pine Streets

KANSAS CITY
Modern Typewriter Supply Co.
820 Wall Street

AUSTRALIA
The Lingham Importing Co., Ltd.
Sidney, N. S. W.

LONDON
The Oliver Typewriter Co., Ltd.
75 Queen Victoria Street

KEE LOX

Clean Carbon Papers

They are the Best for loose sheet billing, because their impressions are permanent and don't rub in handling.

They are the Best for making many duplicate reports, because their impressions are more sharp and clear cut than the grease carbons, which is important on work consisting of many figures and fractions.

They are the Best for legal and official work, because their work is indellible and permanent.

They are the Best for all commercial purposes, because they are the cleanest and perform the best work.

They are Most Economical

Because of their extreme cleanliness the operator will use them until nothing is left but the paper; while with grease carbon, the more the surface is broken the more dirty they become, and are thrown away long before the coating is worn off.

108 sheets in every box

Every dozen sheets are in a stiff folder, which protects the carbon sheets in shipping, prevents them curling and furnishes a convenient wrapper when delivering small quantities.

Standard Weight

Is the best KEE LOX 7 lb. Carbon, has the largest sale of any carbon made. Its wonderful cleanliness has made it greatly appreciated for general use, and especially where clear, permanent copies are desired.

Featherweight

Is the best KEE LOX 4 lb. Carbon and represents the highest art in carbon making. This paper is the lightest in the world; is without a pinhole; the coating is the most evenly distributed; does the neatest and sharpest work of any carbon ever made.

Words to the Wise

Did You Know That three months ago we warned large users the danger of buying cheap carbons and ribbons to make their records?

Did You Know That in response to that warning we have been informed by several large users of these supplies, that copies made only a few years have faded out and disappeared from their records?

Did You Know That some of these former users of cheap ribbons and carbons, are now submitting supplies of this kind to laboratory tests to avoid a repetition of their bad experience?

Did You Know That it is just as unreasonable for you to expect a carbon manufacturer to put a lasting color and permanent dye in a cheap carbon or ribbon, as to expect that a cloth manufacturer will put a lasting and permanent color in cotton cloth from which $5.00 suits are made?

Did You Know That the difference in cost of carbon papers is the difference in cost of the colors and chemicals that go to make up their coating?

Did You Know That the work produced by the Kee Lox non-grease carbon papers and ribbons, has been proven to be indestructible by the most rigid laboratory tests?

Did You Know That in addition to these important features, they are the cleanest carbons ever produced?

Did You Know Mr. Dealer, that you can better afford to handle a cheap grade of anything else you sell than cheap carbon papers and ribbons?

Did You Know That those who deal in cheap supplies of this kind, like dealers in shoddy clothing, are soon found out?

BRANCH OFFICES:

New York
87 Nassau Street

Boston
176 Federal Street

Philadelphia
1112 Chestnut Street

Cincinnati
516 Mercantile Library Bldg.

Detroit
42 Buhl Block

KEE LOX

Manufacturing Co.

Manufacturers of the Largest Variety of Typewriter Ribbons and Carbon Papers in the United States.

Factory and Home Office

ROCHESTER, N. Y., U. S. A.

MAIN DISTRIBUTING AGENCIES:

CHICAGO
W. Cary Lewis & Company
84 Adams St.

ST. LOUIS
Modern Typewriter Supply Co.
Wright Bldg., 8th and Pine Streets

KANSAS CITY
Modern Typewriter Supply Co.
820 Wall Street

AUSTRALIA
The Lingham Importing Co. Ltd.
Sidney, N. S. W.

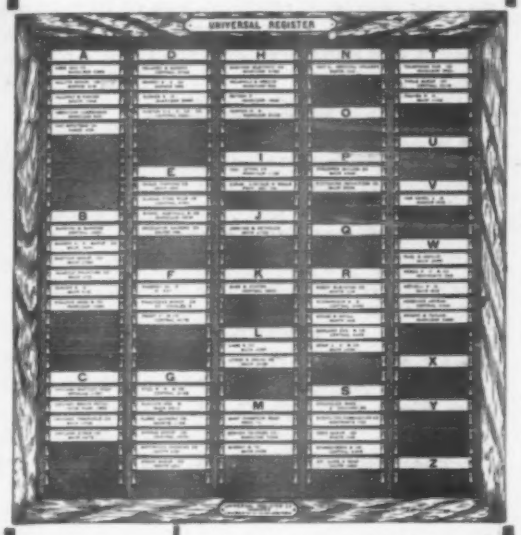
LONDON
The Oliver Typewriter Co., Ltd.
75 Queen Victoria Street

The Universal Card Register

HAS A 1,000 USES

Names changed in less time than it takes to tell about it here. Used by

Business or Professional Men



FOR

Telephone, Mercantile, Shop, Stock, Salesman or Employees Register

ALSO

Clubs, Societies, Church and Sunday School, Merit Boards

ALSO

Rosters fo Hospitals, Patients, Doctors and Nurses,

OR

FOR KEEPING CLASSIFIED LISTS of NAMES or SUBJECTS for any purpose WHERE QUICK REFERENCE IS WANTED.

NO TROUBLE

NO EXPENSE

NO WAITING

IF YOU ARE AN

OFFICE APPLIANCE

DEALER

OR

AGENT

you can find nothing for which there is so wide a field of usefulness as

THE UNIVERSAL CARD REGISTER

No office too large or small but from 1 to 5—10 or even 100 of these registers may be used.

This Register is a Big Seller

because it is so useful, economical and substantial.

ALWAYS IN SIGHT.

Names instantly taken out and corrected, or new ones added. Used by thousands of firms in connection with time clocks, etc., or as phone indexes hung on wall near phone.

GOOD PROFIT TO DEALERS

Write for **Discounts** and a full line of illustrated printed matter on **This and Other Devices.** We have a number of other "good things."

We have a plan of profitable **Co-operation with You** that is making big money for some of you dealers. Ask us to help you sell 'em. We'll explain it.

Universal Register Co.

212 S. Canal Street, CHICAGO

88 Center Street, NEW YORK

TYPEWRITER NEWS.—Continued.

cern manufacture the Remington typewriter. Miss Chamberlain is teaching school at present at Ilion. Mr. Parsons is spending a few days with his mother of this place.

* * *

The Oliver-White Walking Company is the name of a new athletic association in this village. The membership consists of George Oliver, a well known foreman in the Remington typewriter factory, and George E. White, well known in athletic in the same factory, and to qualify in the club they left this village about the middle of the month on a novel outing. They started out on a walking tour to New York City. Some prophesied that they would not make good, but by walking on an average of 25 miles a day they completed their trip with no bad results and feel much benefited by it.

* * *

William Dodson, for many years identified with the Remington and the Manhattan typewriter companies and of late with the Yetman Typewriter-Transmitting Company, has accepted a very lucrative position with the Stearns Typewriter Company of Syracuse.

* * *

Earl Lester has accepted the position as instructer at the Remington Typewriter Repair School in this village. Mr. Lester is a competent young man and has earned the deserved promotion.

* * *

A large number of Ilionites who were identified with the Yetman Transmitter Typewriting Co. in this village, have moved to North Adams, where they have accepted positions under the new management.

* * *

The Remington association foot ball team has been organized at the Remington typewriter factory, among the employes, and after some practice on the excellent athletic field provided by the company, they will play some games with the strong teams of this section of the state.

* * *

The factory committee in charge of the excellent typewriter entertainment course are beginning to get things in readiness for the season. Their bookings are: Commonwealth Ladies' Orchestra; Shungopavi; Captain Richard P. Hobson, of Merrimac fame, now a congressman from Alabama; The Scottish Singers, and the Lyceum Grand Concert Company.

* * *

The members of the Remington Typewriter band, with their wives and lady friends, enjoyed a very pleasant outing and clambake at the Country Club, on one of the pleasant Saturdays the past month. Manager Calder and the heads of several of the departments were present. A delightful concert was given during the day by the band and the "feed" was voted the best ever. The committee in charge of the successful affair was Frank Daly, Frank Clark, George Bennett and P. H. Putnam.

New York.

The Royal Typewriter Co. are doing a large business, and opening up branch offices and agencies all over the country. Mr. L. D. Camps started on the 1st inst. for a trip through the west, and anticipates a very successful journey.

* * *

In another column we print a report of an important meeting of the Remington Typewriter Co., at which Mr. F. E. Van Buskirk and Miss Mary E. Orr were appointed directors. This is the first time that a lady has been elected as a director of a large organization like the Remington Company, and is not only a direct compliment to Miss Orr, but to every member of her sex. Miss Orr is receiving the hearty congratulations of all who know her on such a happy outcome to such long and faithful service as hers.

* * *

Mr. Eylar of the Underwood Typewriter Co. has just returned from a trip through Maine. He also visited Boston and Providence. He will leave New York again in a few days for a long trip through the west.

Providence.

Mr. Ogden of the Underwood Typewriter Co. is at the Providence Business Show with Mr. Blaisdell, the expert touch operator from Chicago.

Many Carbon Paper Dealers

Have never had the pleasure of examining the kind of carbon paper that we make. We do not agree to send you a full box of it—ours cost something to produce—but we will gladly send you liberal samples for testing purposes, if you are interested.

Name on Every Sheet

If you buy Carbon Paper in quantities—10,000 or 20,000 sheets at a time—either boxed or in the flat Ream, we are in a position to supply almost any quality — in any finish—with your own special brand or Trade Mark on *every individual sheet.*

We Make Ribbons Too—Good Ones

A full set of samples, also a specimen sheet of our "Printed Carbon" will be promptly sent on receipt of your inquiry.

COLUMBIA

Ribbon & Carbon Mfg. Co.

(Originators of Perfect-Coated Carbon)

299 Broadway, NEW YORK, N. Y., U.S.A.

LOOK FOR
THE NAME
CARTER'S
ON EVERY SHEET OF
TYPEWRITER
PEN and PENCIL
CARBON PAPER
WRITE FOR OUR
SPECIAL TRADE
PROPOSITION.
THE CARTER'S INK CO.
BOSTON · NEW YORK · CHICAGO.
NONE GENUINE Unless Stamped "CARTER'S"

Dealers! We want you to make Money
How? By handling our new ... Navan Order Book
Our Liberal Discounts should be an inducement, and remember, every first order means a repeat order.
STATIONERY CARBON ORDER BOOK spells SATISFACTION. NO handling of the carbon. NO DIRTY fingers.
Free sample sent to dealers.
THE SIMPLE ACCOUNT SALESBOOK COMPANY
Sole Manufacturers, also Mfrs. of Counter Pads for Store Use.
FREMONT, OHIO

FURNITURE NEWS

(By Special Correspondence.)

Albany, N. Y.

A large consignment of improved office furniture has been received at the state house here. It i ssaid that some of the furniture in use here was in a shameful condition and of ancient pattern. The new material was recently ordered when it was decided to give the Capitol an overhauling.

Cincinnati, Ohio.

The Globe Wernicke Co., has just sent out a very beautiful piece of printing entitled "G. W. Publicity." It gives a resume of the principal advertising they have done throughout the country recently and reproduced every ad in full size. It is a remarkable piece of work, and so artistic that it is really worth finding a place for to keep premanently.

Durham, N. C.

At a meeting of the stockholders held on the evening of September 5th, the name of the Durham Photo & Supply Co., Inc., of this city was changed to "Piedmont Supply Co.," and the capital stock was increased to $50,000. The new firm will occupy the same quarters occupied by the Durham Photo & Supply Co., which is located opposite the U. S. Post Office, and as they have enlarged and remodeled the building considerably, they are now in better position to take care of the enormous trade that they are now enjoying. This company is unquestionably one of the largest of its kind in the State and will handle only first class goods, having made contracts with the largest manufacturers of the country to supply them with their demands. The company will also do a large wholesale business. Besides catering to the wants of the local people, the firm will also travel several salesmen in North Carolina and adjoining states; they will handle everything in the way of office supplies, including the Herring-Hall-Marvin safes, filing cabinets, desks, and all kinds of office appliances. They will also handle a full line of all kinds of stationery supplies. In connection with the above business they will handle a full line of cameras and everything for the photographer. This company is composed of some of the best business men of Durham, and it being a home concern should have the encouragement of all the residents of this city, who believe in protecting home industries.

New York, N. Y.

Mr. P. S. Rumpel, sales manager of the Humphrey Bookcase Co., of Detroit, Mich., visited New York and called on Office Appliances. Mr. Rumpel states that they have about all the business they can take care of, and that besides manufacturing the well-known Humphrey Bookcase, they make a fine line of Phonograph Record Cabinets.

Muskegon, Mich.

Arthur J. Whitworth, manager of the Grand Rapids Desk Company, at Muskegon Heights, has resigned that position and will remove to Grand Rapids, his former home. His plans are as yet unformed. Under his management the Grand Rapids Desk Company has been quite successful, the business showing a gratifying increase. No successor has yet been appointed, although there are several candidates for the position.

FURNITURE NEWS.—Continued.

San Francisco, Cal.

The Phoenix Desk and Chair Co., the first exclusive office furniture house to locate in Greater San Francisco, has moved to its fine new store at 80 Geary street, between Kearny street and Grant avenue. They are having a genuine clearance sale to make room for their new goods.

Topeka, Kans.

The library bureau of Chicago, manufacturers of office furniture, filing devices and card index systems, have arranged to establish an agency in Topeka. Joe Wilson will have charge of the business, under the name of the Wilson Office Supply Company. Mr. Wilson has also secured the city agency of the L. C. Smith & Bros. typewriter. The Wilson Office Supply Company will occupy the southeast corner storeroom in the Stormont building, 107 W. Sixth avenue, recently vacated by the Miner Printing Company.

FOX COMPANY CLAIMS NO INFRINGEMENT OF GATHRIGHT PATENT NOW EXPIRED.

Show That They Are Manufacturing Their Tabulators Under Their Own Patents Issued Subsequent to the Gathright Patent Owned by the Underwood Company. Have Protected Those Handling Their Goods.

Recent tabulator litigation on Gathright patent, which expired Sept. 23, 1907, has been brought against practically all of the various typewriter companies, who have been brought into court by the Underwood Typewriter Company. It has been proved that a large number of manufacturers have been turning out tabulator devices that infringed upon the Gathright patent, which said Gathright patent was controlled by the Underwood Typewriter Company, and the result has been the issuance of a number of injunctions.

The Fox Company was one of the latest to be brought under the ban. A suit by the Underwood Company against the Fox Company came on for a hearing before Judge Knappen on July 30, on an order to show cause why preliminary injunction should not be issued. The Fox Company showed that they were manufacturing under patent of December 25, 1906, No. 839,129; that the Gathright patent expired September 23 of this year.

The Fox Company further urge that the patent granted to one Murphy, October 18, 1885, No. 324,407, which had already long expired, with other patents, covered the ground claimed by the Gathright patent anyway. They insist, under the decision, that their manufacturing their machines and tabulators under their own personal patents absolves them from the charge of imitation and deliberate infringement and gives them the presumptive right to proceed and that under all the facts and circumstances, they are free from infringement.

The showing was effective to the end sought by the Fox Typewriter Company, who offered a bond to protect the complainant. The court withheld injunction, giving the Fox Company leave to file a bond as they requested.

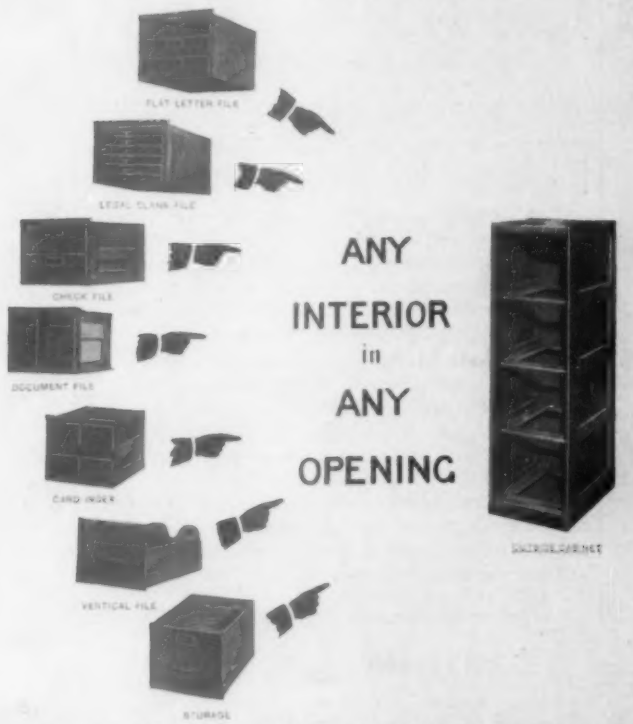
No injunction has been issued against the Fox Typewriter Company.

Our idea of a selfish person is one who is unable to remember a favor.

Macey

Inter-Inter Filing Cabinets

PATENTED JUNE 4, 1907



These cabinets satisfy the most exacting demands of any business—large or small. Handsome appearance, combined with greatest capacity and convenience. Material, construction and finish, the best—Grand Rapids standard. A perfect, expansive equipment that will always harmonize with the original unit. Classify better, hold more, occupy less space and cost less than any other cabinets ever made.

CATALOG NO. X-4207 ON REQUEST. TRADE DISCOUNTS TO RELIABLE DEALERS.

The Macey Co.
GRAND RAPIDS, MICHIGAN
FORMERLY THE FRED MACEY CO., Ltd.

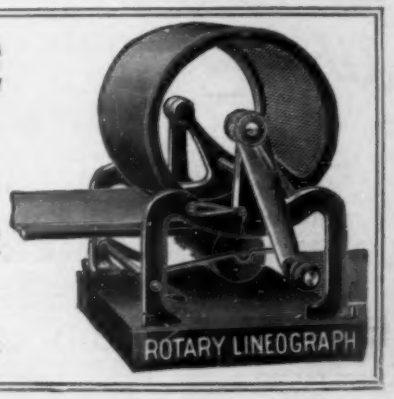
PUBLIC NOTICE TO THE TRADE

Write us for free copy of the decision of the U. S. Circuit Court of Appeals reversing the decision restricting sale of duplicating ink to persons using Rotary Neostyle.

THE LINEOGRAPH ROTARY OR FLAT DUPLICATOR

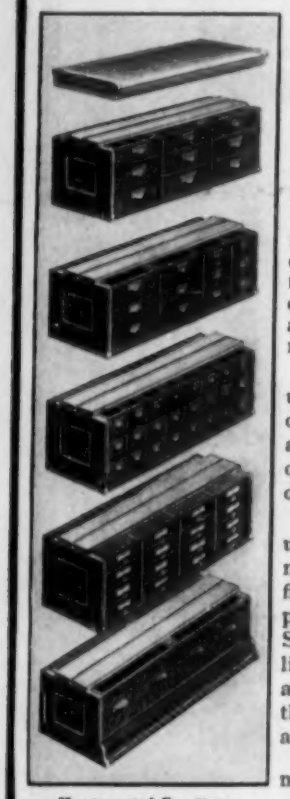
makes 1000 perfect copies, costs 100 per cent. less than similar duplicators, and has no license restrictions. Don't buy any duplicator until you have seen the Lineograph. Write for Circular.

THE LINEOGRAPH COMPANY, 112 Fulton St., New York



"ELASTIC"
Globe-Wernicke G/W Filing Cabinets

The Globe-Wernicke "Elastic" Filing Cabinet System



Horizontal Sections

Embraces within its scope every filing device of a practical nature that could possibly be of use in an office.

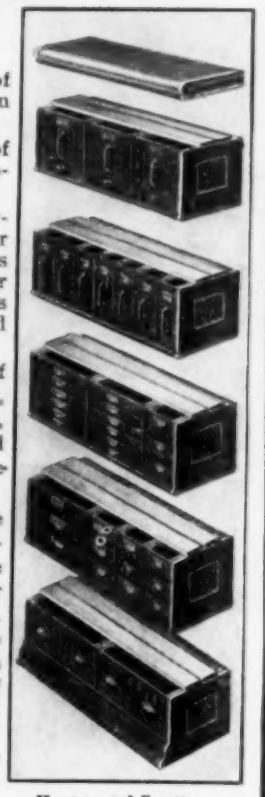
These are built in unit or sectional form—of which there are two kinds—horizontal and upright sections.

Of the horizontal units, there are over sixty-five different kinds and sizes described in our catalogue. These units are of such dimensions that, whether used separately or in small or elaborate combinations, symmetrical proportions and uniformity of outward appearance need never be sacrificed.

The upright or vertical sections are also of uniform height and include vertical letter file, card index, document, cap, bill-invoice, report, and storage sections. These interlock end-to-end only, whereas the horizontal sections are capable of both lateral and vertical extensions.

The Globe-Wernicke Co. are the originators of the unit idea as applied to filing cabinets, a statement which can be verified by referring to the first catalogue of sectional filing cabinets ever published, and which was issued by us in 1897. Since that time, the tremendous popularity of the line and its world wide distribution, furnishes ample evidence of the universal endorsement of the unit principle in general and the Globe-Wernicke adaptation and construction in particular.

Agencies in principal towns and cities. Where not represented, we ship on approval, freight paid.



Horizontal Sections

UPRIGHT SECTIONS

Write for Catalogue 807-Z

The Globe-Wernicke Co.
CINCINNATI

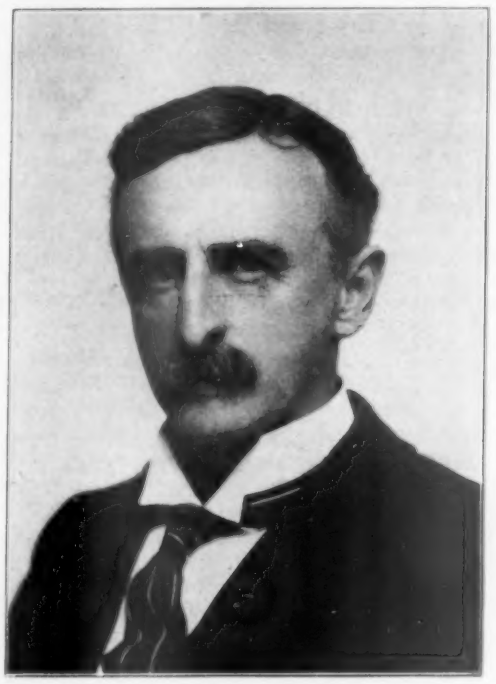
Branch Stores: New York, 380-382 Broadway; Chicago, 224-228 Wabash Avenue; Boston, 91-93 Federal Street

The KARBON KEEPER Helps Dealers

to sell more carbon paper. **A 200% PROPOSITION.**
Sample by mail, 50 cts. No matter what line of carbon paper you sell
THIS DEVICE WILL GREATLY INCREASE YOUR SALES AND PROFITS
One of our first dealers sold 600 dozen sheets because of it in the **FIRST WEEK.**
THE KARBON KEEPER IS A SALES INCREASER
for any man or dealer who sells carbon paper. Write us and learn of the money making plan for you, or send 50 cents for sample. SAVES 400% to user. Great sales features.
THE SMITHFIELD CO., A-27 Westminster St., Providence, R. I.

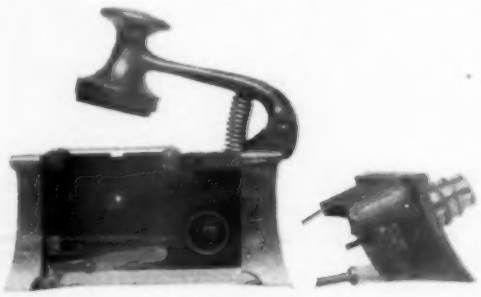
NEW DATING STAMP OUT.

A new dater has just made its appearance here, and is the invention of Thomas R. Post, freight cashier of the Atlantic Coast Line at



THOMAS R. POST.

Wilmington, N. C. One of its strong points is that it has a detachable autographic and die dater, and is said to be the only one pos-



SECTIONAL VIEW.

sessing this feature now on the market. The advantage of this is that a number of persons can use the same machine by simply changing

THE POST DATER.

the autographic plate. Its use determines to a minute the time of any transaction and will prove to be a great time and money saver.

COMMERCIAL TALKING MACHINES

(By Special Correspondence.)

Chicago, Ill.

General Manager Nelson C. Durand of the Commercial Department of the National Phonograph Company paid Chicago a visit the latter part of the month and looked over the situation in the matter of conditions in the western territory.

* * *

Edwin C. Barnes, the western manager of the Edison Phonograph, recently made a trip to the various agencies in his territory and opened up two new branch offices. Mr. Barnes reports a prosperous business all along the line and says that the principle they are following out of placing machines and making their use satisfactory before leaving the user is winning a large circle of friends for them.

* * *

Chicago Sales Manager Pohlman of the Edison Commercial Machine has just been installed in a very neat and cozy little private office where he can meet the salesmen and his customers and not be interrupted by outside influences. Mr. Pohlman is a popular young man and from the looks of things must be particularly popular with the genial general manager of the western office.

* * *

C. A. Bergsten, formerly of the Chicago selling force, is now installed in his new branch office in Milwaukee. Manager Barnes made a trip up there with him and helped him open his new office, 701-2 Railway Exchange. Everything is absolutely new and complete and Mr. Bergsten expects to do a big business. This is one of the new offices recently opened on Manager Barnes' little trip.

* * *

C. A. Read, formerly of the Chicago selling force, has been promoted to manager of the Minneapolis branch, and with Manager Barnes opened the new office very recently. It is located at 731-33 Metropolitan building, Minneapolis, and is complete in every particular. Mr. Read has moved his family to Minneapolis and will make this his permanent headquarters. He has a good territory and will do things in it.

* * *

Miss Thompson, who has charge of the Edison School for the Commercial Phonograph, has been instructing full classes of late. She is meeting with great success in her work and is turning out some very expert operators.

* * *

Minneapolis, Minn.

C. A. Read, formerly a salesman in the Chicago territory for the Edison Commercial Phonograph, has been advanced to the position of manager of the Minneapolis branch. He has recently opened a new office at 731-33 Metropolitan building and is all ready for business. Manager Barnes accompanied him when he opened the town.

* * *

C. A. Bersten is the manager of the Milwaukee office of the Edison Commercial Phonograph. He is located at 701-2 in the Railway Exchange building and has already begun to make his presence known. Mr. Bergsten was formerly one of the Chicago salesmen and

Housatonic-Barrington and Danish

Bond Papers

are made especially for commercial correspondence and all other business purposes.

The man who uses these Bond Papers for his business stationery will be satisfied with both quality and price.

Danish Bond for "Systems"

We make the Danish Bond in nine colors and white. To meet the demand for a first-class Bond Paper at popular price. To be used for "Systems" requiring a large variety of colors.

Our lines are carried in stock by large jobbers in all paper centers

B. D. Rising Paper Company

Manufacturers

Housatonic, Berkshire County, Massachusetts

READ THIS AD — THIS MEANS YOU

The Rotary Reograph

A NEW Rotary Duplicator, using the stencil process. The simplest, cheapest and best Duplicator of its kind. Many more and better copies from one stencil. Weighs less—copies any size, from a post card up to and including cap size. Supplies much cheaper. No license restrictions or strings of any kind are attached to the sale of the REOGRAPH and supplies for same.

WE ARE OUT FOR BUSINESS. Our discounts are right. If you are interested in an A1 duplicating device write us. We want ONLY ONE good live responsible representative in every city to handle OUR line.

RETAIL PRICE, $25.00. Send for Price List and Circulars.

THE REOGRAPH COMPANY, 42 Murray St., New York

CHICAGO OFFICE, 59 Dearborn Street

Have You Secured Your Agency for the Twin City Sealer ?

Patent Number 826169

We Want Good Agencies

THE TWIN CITY ENVELOPE SEALER

will seal envelopes at the rate of

5,000 PER HOUR—Hand Feed
7,500 PER HOUR—Automatic Feed

The modern business office has lacked a proper device for quickly and neatly sealing the thousands of letters, circulars, price lists, etc., sent out daily by all first-class firms throughout the country. Something simple and cheap was needed, yet efficient and free from complicated mechanism though positive in its work, handling the various standard size envelopes without adjustment.

The Twin City Envelope Sealer meets all these requirements.

This Company will Assign Territories to a Limited Number of Agents and Representatives Throughout the World.

SEND FOR TERMS

The Twin City Specialty Company

433 Security Bank Bldg. :: MINNEAPOLIS, MINN.

At Spaces 85-86 and 87-100—101 and 102
THE EXHIBIT OF

Fine Office Furniture

Unapproached for Dignity, Quality and Reasonable Price, is Displayed by

CHAS. E. MATTHEWS

1 Door East of Broadway **275 CANAL STREET, NEW YORK**

very recently he made a pilgrimage to Milwaukee with Manager Barnes with the result that an office was rented and fitted out complete and Mr. Bergsten left in charge.

New York.

At the Electrical Show at Madison Square Garden, held September 30th and following days, the Columbia Phonograph Company demonstrated with the graphophone how letters are written by electricity. The exhibit was part of the Westinghouse show. A complete office equipment was installed, and letters dictated to the graphophone were transcribed on the spot.

St. Louis, Mo.

John Magner, who was appointed manager of the commercial department of the Graphophone Company about two months ago, sold an outfit of 17 machines to the Wagner Electric Company of St. Louis. This was a nice way to prove that he could deliver the goods.

New York.

"Graphonotes," the house organ of the Graphophone, in their September issue have an interesting article from the "Automobile Owner" of England, in which reference is made to a novel use of the graphophone. It says in part: "A great part of the editorial portion of this paper has been produced without a word having been put on paper. To the best of our knowledge no printed matter has ever been set, certainly not in this country, that has not been first written. Our innovation has been brought about by the use of graphophones. For some time past we have been useing these machines in connection with the typewriter, the matter being dictated directly into the wax cylinders at odd moments, and then handed on to the typist to transcribe. This saved us approximately about two hours in three. The success suggested to us the possibility of applying the graphophone to the linotype machine. There was some slight difficulty at first in accustoming the operators to the sound of the voice, but it soon passed, and during the last month we have had Columbia graphophones connected directly to three of the linotype machines at the works of our printers. These notes and certain other portions of the paper are the results."

Providence, R. I.

(By our special correspondent.)

Mr. Rowel, manager for Providence for the National Business Phonograph Company, has been doing a fine business. He is certainly a hustler and is entitled to reap the rewards for hard and persistent work.

* * *

The office of the Graphophone Company seems to be a very busy place, and the new competitor in the field has set them to working somewhat harder to keep up their end of the business.

Everybody in business, whether manufacturing or retailing should get a copy of the October issue of Office Appliances. It will contain the official program of the New York Business Show and will be full of matter worth many dollars to either class. Applications for copies should be made early, for the number of new ideas that will be shown there will make it the most valuable business reference work ever produced in this line.

Occasionally a man drops dollars while trying to pick up penines.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Chicago, Ill.

Mr. S. Werthan, secretary and treasurer of the Union Ribbon and Carbon Company, whose headquarters are at Philadelphia, spent several days in Chicago recently and called at the office of "Office Appliances."

New York, N. Y.

Papers of incorporation of the Union Ribbon and Carbon Company of Delaware, have just been issued at Wilmington. The capital stock is $5,000 and the incorporators are Arthur Mooreshead, Lansdowne, Pa., Edwin F. Guertin and Lewis E. Brooks of Philadelphia, Pa.

Providence, R. I.

Mr. Thomas Corbiere of the American Carbon and Ribbon Co. has returned from his vacation in the White mountains and is making a systematic canvas of his customers and looking for new ones.

* * *

The Kee-Lox Co. of Boston have been very active in this field and have secured some very good business in this vicinity.

* * *

Prof. Small has closed up his business college and will represent some good carbon and ribbon company from Boston.

Philadelphia, Pa.

Charles E. Milum, formerly of Trenton, N. J., is doing well in his new location at 1213 N. Alden street, Philadelphia, Pa.

San Francisco, Calif.

Mr. Joseph A. Gottlieb, who was the principle owner and manager of the Modern Typewriter Supply Company, of St. Louis, for the past five years, has sold out his interest in that concern and organized the Coast Typewriter Supply Company, their main office being located in San Francisco. They have secured the exclusive sale for Washington, Oregon and Northern California, of the Kee Lox line of carbon papers and typewriter ribbons. It is with this line that Mr. Gottlieb built up such an enviable business in St. Louis. They plan to carry the largest stock of typewriter supplies that has ever been carried on the Coast, in fact, their first order from the Kee Lox Company represented nearly a carload of goods. Mr. Gottlieb for several years was with Rockwell & Rupel, of Chicago, and has always been engaged in the typewriter supply business, and no man can be found that is better equipped for doing a successful business in this line on the Coast.

Toronto, Canada.

The Carbon and Ribbon Mfg. Co., are looking for E. H. Spicer. They have some information for him that will be of value to him and they are desirous of locating the man in order that they may turn it over to him.

Paris, France.

Carpentier, Badel and Company is the name of a progressive French Carbon Paper and Ribbon Company that is reaching out all over the world for business. An advertisement for this concern appears in this issue of "Office Appliances," and from information received this publication is advised that they have a very meritorious line of goods and that it will pay dealers in this country to correspond with them.

SEE PAGE 15

of our catalogue for the

DEALERS

There you'll see this sectional stack composed of

Top, Book Case, Document File, Card Index, Legal Blank File, Reducer, Vertical Letter File, Insurance File and Base. . . . .

A Fine Stack for Law Offices or FOR GENERAL USE

We Want Dealers—Connect With Us

We have a line of goods for the trade that offers advantages which any dealer will find hard to duplicate anywhere else. We make a Vertical File with Ball Bearing Lipped Drawers. Our catalog is just a plain affair designed to give the dealers in a small measure an idea of the extent of our line. We want the goods and the price to do all the talking. We prefer to put our capital into the furniture rather than in expensive advertising. If interested send for our catalog. We want dealers to connect with us.

AMERICAN SECTIONAL FURNITURE COMPANY

MINNEAPOLIS MINNESOTA

BLICKENSDERFER Typewriters

Unite the Good Points of other makes at about half the usual prices

Visible Writing

Column-Tabulator

Interchangable Type

Back-Spacer

NEW No. 8 MODEL

Send for Catalog Thirty-two

The Blickensderfer Mfg. Co.

STAMFORD, CONN.

We Manufacture

Adding Rolls

For All Makes of Machines

Ruled or Plain

Cash Register Customers Rolls
Cash Register Detail Record Roll
Police Ticker Rolls
Rapid Roller Copying Tissue
Time Clock Rolls Telephone Rolls

All sizes and styles of small rolls made to order. Estimates and samples cheerfully furnished.

BENJAMIN E. BUCHANAN
Manufacturer of SMALL ROLL PAPER
4th and Commerce Streets
PHILADELPHIA, PA.

THE
College Note-Book RINGS
Made by
THE MORDEN M'F'G CORPORATION
are the most serviceable and elegant addition to the Students' or Stenographers' Note-Book obtainable. They open wide if desired, yet close securely. **Very Strong! Easy to operate.** Finely Nickeled.

Made in ½ inch, ⅝ inch, ¾ inch, 1 inch, 1¼ inch sizes (inside diameter). Price, $5.00 per hundred.
LIBERAL DISCOUNTS TO TRADE

Samples Mailed to any Address for 10c pair
Address, Morden M'f'g. Corporation, Waterbury, Conn.

Dispense With Trial Balances
Of Personal Accounts by using our Proof.
It is practical and requires no change of system.
Money Refunded if not an Absolute Proof that Personal Accounts agree with general books.
Why not eliminate the Trial Balance of these accounts. Write for circular.
MILLER & HAM, 7th & Market Sts., Chattanooga, Tenn.

RIBBONS and CARBON PAPER
Contracted supplies in large or small quantities
PLAIN and DECORATED Boxes
SNELLING & SON, *Manufacturers to the trade*
SO. BROOKLYN, N. Y.

The ADDING MACHINE

(By Special Correspondence.)

Atlanta, Ga.

The Burroughs adding machine is now installed in a large suite of ground-floor offices on Peachtree street, where Messrs. Gilbert & Walker, salesmanagers for the Burroughs, think they have one of the handsomest specialty sales offices in the south.

* * *

The Atlanta office of the Burroughs Adding Machine Company under Messrs. Gilbert & Walker, is reaching out into surrounding cities. An office has just been opened in the Grand Opera House Building at Macon, in charge of S. B. Rowland, a recent recruit to the Burroughs organization.

Boston, Mass.

Fisher & Fowler, Burroughs' salesmanagers, pulled off one of the largest single sales ever recorded in the field on September 16th, when they closed with the First National Bank of Boston for 20 Electric Burroughs adding machines in one order.

Birmingham, Ala.

H. W. Spalding, who came from the home office of the Burroughs Adding Machine Company recently, to take charge of sales in Alabama, has started things by moving the Burroughs office from an upper floor of the Brown-Marx building to a ground-floor location at 2023 Third avenue. Mr. Spalding will put in force in Alabama some of the methods he used in his former work for the Burroughs at the home office in Detroit.

Chicago, Ill.

On Wednesday, August 28th, the Comptograph Company, it is reported, began suit against the Burroughs Adding Machine Company for infringement of Felt's Comptograph patent in the use of the wide carriage used on all Burroughs adding machines.

* * *

The Pike Adding Machine Company defeated the Burroughs Adding Machine Company in their suit and the Pike Adding Machine Company now are free to use the "star," or clear signal opposite their totals on all Pike machines.

* * *

An interesting demonstration of the Burroughs Adding and Listing machine was made at the National Shoe and Leather Fair recently held in Chicago. Two of the Burroughs fractional machines, specially arranged for the leather business were used, the booth being piled with hides which the operators measured and tallied at lightning speed on the machine. This work was watched by officials of leading leather houses, who made comparisons between the old method of tallying hides and the speed with which it was done on the machine. A very satisfactory business was the result.

Cleveland, Ohio.

R. P. Wells, one of the large and growing tribe of Burroughs Adding Machine salesmen in this city, enjoyed an income one day in September that made J. D. Rockerfeller look like a pauper. This lasted for only three minutes, but during that time Mr. Wells was probably earning money faster than any man in the world. The circumstances were as follows:

Mr. Wells called on a concern in Mansfield, Ohio, grasped the head of the firm by the hand, gazed earnestly into his eyes while he told him the wonders of the Burroughs machine, and in exactly three minutes from the time he met his man, walked out of the front door with a signed order for one of the highest priced Burroughs machines. Mr. Wells is a member of the organization under Sales Manager C. J. Whipple.

* * *

C. J. Whipple, Cleveland salesmanager for the Burroughs Adding Machine Company, gave a picnic recently to all the members of his organization, including the ladies and young folks. They made a merry day of it at Willough Beach Park, and had such a good time that it is proposed next year to hold an outing of both the Burroughs offices in Cleveland, charter a special car and provide all the "trimmings."

Detroit, Mich.

All the boys and girls at the Burroughs Adding Machine factory are working tooth and nail to elect their candidate in the popularity contest being held by "The Saturday Night," a Detroit weekly newspaper. An election was held at the Burroughs early in September to nominate a candidate. Several of the most popular young ladies in the offices entered the lists for the nomination, and there was some very lively wire-pulling and electioneering before the balloting began. The honor of representing the Burroughs in the contest fell to Miss Miller of the Burroughs collection department. She polled a total of 287 votes in the preliminary voting. The winners in the contest will visit the Holy Land this winter as guests of "Saturday Night," and the Burroughs employes are sitting up nights cutting coupons in the endeavor to return Miss Miller a winner.

* * *

The model Burroughs factory in Detroit has been breaking all records for production during the summer and early fall. In the month of August, when industrial activity is usually at a low ebb throughout the country, the Burroughs plant "did itself proud" with an output of nearly 1,700 machines, which is a gain of 50 per cent over its output for the same period in 1906.

Not content with this showing, however, the pace is being constantly quickened, and it is believed that all past records will be broken month by month for the balance of 1907.

Davenport, Ia.

Davenport people who are becoming more interested every day in the proposition to establish the Mallmann Adding Machine Company factory here have their attention called to the fact that the Burroughs company capitalized at $5,000,000, pays its stockholders about 40 per cent annual dividends. In addition to this most of the stock earned itself, the original investment being $500,000, on which a stock dividend of 1,000 per cent was declared. People who have seen the machine in operation and have been using it, say that the Mallmann is in every way the equal of the other machines and in many features is better.

* * *

Robert P. Petri, formerly of the Chicago Special Machinery Company, but now representing the Mallman Addograph Manufacturing Company of Chicago, is in the city with the purpose

TYPEWRITER COVERS
TO THE TRADE ONLY
Flannel — Rubber — Silesia — Denim — Sateen
Buy of the MANUFACTURER and save AGENT'S PROFITS
W. BURNHAM, CENTRAL PARK, Long Island, N. Y.

ADDING MACHINE NEWS.—Continued.

of interesting local capital in a project to establish a factory here to make counting machines. The Addograph is the invention of James Mallman, and dates from 1898. The Manufacturing company was organized in 1904, in Chicago, with an original capital stock of $200,000, which has since been increased to $500,000. Part of the plant is within that city and part is located outside. The company has placed its adding and listing machines in many of the leading banks and wholesale houses of the country, as shown by testimonials in the hands of Mr. Petri, and so great is the demand in the West, that the agent at Denver, whose field covers eight states, is asking for 300 machines a month, Petri declares which the factory cannot begin to supply. The Addograph Company therefore have resolved to enlarge their manufacturing capacity, and offer to remove to Davenport and establish a new factory, to employ as high, perhaps, as 1,500 men, providing sufficient local capital can be interested. They believe they have a proposition which should pay better than 40 per cent interest on an investment of $5,000,000. The Addograph machine has been placed, for experimental purposes, in six banks in this city, and three more machines are coming, of which one will be used in the Commerical club for demonstrating its possibilities to business men in general. Mr. Petri expects that a meeting of local people who have manifested interest in the proposition to establish a factory here will be held Monday or Tuesday at the Commercial club to discuss the idea of forming a holding company.

Ft. Worth, Texas.

Arthur C. Sullivan has assumed the duties of office manager for M. L. Stith, sales manager for the Burroughs Adding Machine Company. Mr. Sullivan comes from the home office of the Burroughs in Detroit, where he was employed in the advertising department.

Kansas City, Mo.

E. L. Bodelle, one of the salesmen in D. E. Brand's Kansas selling agency for the Burroughs Adding Machine, hied himself away from business long enough to take unto himself a bride. This happened on September 19th. The young lady is a resident of Woodward, Okla., where the wedding was held.

Louisville, Ky.

Sales Manager Fred. Manget, of the Burroughs Adding Machine Company, scored a hit at the recent Business Show with his exhibit of Burroughs machines. Some interesting demonstrations were given, showing a variety of stunts performed on Burroughs machines. The souvenirs distributed to visitors at the show were neatly bound copies of the little Burroughs booklet, "Cheer Up and 52 Reasons Why." C. N. Smith, head of the Burroughs Business Systems Department, provided special features at the exhibit, giving a talk on the many banking systems to which the machine is adapted.

New Orleans, La.

Mr. Harry Howard, the "Burrows" man, and wife have just returned from a wedding trip spent in New York City and vicinity. Mr. Howard spent nearly a month away from business, but he seems to be entering into the fight with renewed vigor. He has added two experienced men to his selling force to keep up with the growing demand for the Burroughs in this section. Mr. Howard was formerly connected with Harry H. Hodgson, selling the Remington. About two years ago he took the agency for the Burroughs and has met with remarkable success, the Burroughs' sales far outnumbering all other adding machine sales in this territory.

Patented

The Wells Adjustable Catalog Cabinet

The Index

The best known method of filing, indexing and classifying catalogs easily adjusted to any size catalog, pamphlet or booklet. No space wasted. Instantaneous reference. Roll curtain or swing door front, dust proof cabinets carried in stock in various sizes. Made in quartered white oak, rich golden finish, water rubbed and handsomely polished. This is recognized as **the best catalog cabinet** manufactured. **All dealers** in office furniture can handle this line with profit. Write for illustrated catalog and trade discounts.

Joseph S. Caldwell, 248-252 TALLMAN STREET SYRACUSE, N. Y.

Press Only One Key

And You Get Any Amount of Change

Brandt Automatic Cashier

Pays Money—Saves Time, Saves Help
Guarantees Accuracy

We have the only machine in the world that pays any amount of change by pressing one key

No Supplies to Buy—Ten-Year Guarantee

Barndt Cashier Company, Monadnock Blk., Chicago

Write on business stationery for catalogue

Celluloid Tipped Guide Cards

WILL NOT BREAK. SOIL OR WEAR

Made in all sizes, admitting of all styles of classifications, by colors or arrangement of tabs. ¶ Samples supplied bearing your own imprint. Write for samples and discounts

A BIG PROFIT WINNER

LIBERAL DISCOUNT TO THE TRADE

We Manufacture **all styles of Card Index and Filing Supplies**

Prices are right. Deliveries Prompt. High-grade material

STANDARD INDEX CARD CO.

701, 703, 705, 707, 709 ARCH STREET, PHILADELPHIA, PA.

Manufacturers of Card Index Supplies Exclusively

THE OLD RELIABLE

SURE SHOT BINDER

is still the universal favorite. Nothing could do the work better. It is economical and simple.

WILL BIND FABRIC UP TO ¾-INCH.

Holds 100 staples. Is equipped with

ANTI-CLOGGING DEVICE.

FULLY GUARANTEED.

Automatic Action

PATENTED

THE LEVER ACTION MIDGET BINDER

is designed for fastening papers and light fabric together. Has an enormous use in insurance offices, law offices, banks, phone exchanges and business offices generally.

MANUFACTURERS and IMPORTERS

also use the Midget in preparing samples of clothing, cloaks, suitings, straw braid, laces, neckwear, silks, etc., etc.

MOST DEALERS SELL THEM---DO YOU?

Write for printed and illustrated matter showing the full Acme Line—larger and better than all others.

ACME STAPLE CO., Ltd., 500 N. 12th St., Philadelphia, Pa.

ADDING MACHINE NEWS.—Continued.

Mr. John C. Elfer has taken up the agency for the Standard Adding Machine. He will still continue the sale of the Oliver typewriter as heretofore, and will work the adding machine proposition as a side line. Mr. Elfer is well known throughout the state and is in a good position to push the sale of this machine.

New York, N. Y.

The following letter has been received by Office Appliances from the Automatic Adding Machine Company and refers to an item that appeared in the last issue saying that F. O. Potter had lately been promoted in the concern:

Editor of Office Appliance Magazine,
303 Dearborn St., Chicago, Ill.

Dear Sir: We have noticed in your current issue of Office Appliance the following clipping. The gentleman named therein namely, F. O. Potter has no connection with us whatsoever, but he simply purchased some machines from this company about two or three months ago, therefore, kindly publish in your column in the next issue a notice discrediting the report made by the gentleman named. We remain,

Yours very truly,
Automatic Adding Machine Co.

Oakland, Calif.

W. A. Stuart of the Central Bank of Oakland established a new Coast record with an adding machine recently, listing 150 checks in the remarkably fast time of two minutes, twenty-nine seconds. The contest was held in the Clearing-House and was under the auspices of Oakland chapter of the American Institute of Banking. Fourteen members of the institute entered the contest, and they strove by rapid adding to win a handsome silver loving-cup presented by W. W. Cooley. Lightly, but quickly, the contestants touched the Burroughs keys. Cashiers Walter and Crane acting as timekeepers and Cashier Carlson as judge. W. A. Stuart won the honors of the evening and by so doing lowered the Coast record. L. P. Griffin of the Central Bank was second, his time being two minutes, fifty-eight seconds. A. J. Mount, also of the Central Bank, carried off third honors with the time three minutes, five and three-fifths seconds. Oakland Chapter is now but two months old, but during this time it has gathered among its membership the best of Oakland's banking interests.

Oklahoma City, Okla.

A painful accident befell F. T. Miller, sales manager for the Burroughs Adding Machine Company, in September. While placing a heavy package on a high shelf in his office, Mr. Miller lost his balance and the package fell, striking him violently in the side. He was confined to his bed for several weeks, and serious injuries were feared, but he recovered and was able to be at business again before the close of September.

St. Louis, Mo.

The Burroughs Adding Machine Company branch office has been making some high selling records, the work of several individual salesmen enrolled in W. H. Mason's organization being especially noteworthy. One man sold five of the regular style Burroughs machines in three days during September.

San Antonio, Texas.

E. A. Kalkhurst, head of the Burroughs Adding Machine organization in this territory, had one busy day in September when he closed sales for seven late model Burroughs machines to seven different concerns between sun-up and sun-down. The regular working hours in Mr. Kalkhurst's organization are from sun to sun, and the days are pretty long down there on the Alamo.

Seattle, Wash.

An unusual honor was conferred upon G. R.

ADDING MACHINE NEWS.—Continued.

Andrews, who represents the Burroughs Adding Machine Company in this section. Mr. Andrews received an invitation from the officials of the United States National Bank of Portland, Ore., inviting him to be a guest of the bank at its annual banquet held at the Sargent Hotel. In explanation of this inivtation, the cashier of the bank said that the institution considered the Burroughs Adding machine one of the most faithful of its employes and thought it no more than right that the man representing the machine should be present at the banquet.

San Francisco, Calif.

On motion of the District Attorney, Judge Conlan dismissed the charge of embezzlement against Thomas G. Kennedy, agent for the Universal Adding Machine Company, September 11th. Edward W. Pease, Pacific Coast manager of the company, stated that the amount of Kennedy's indebtedness to the company had been fully made up by the payment of $1,175, and that he was convinced the alleged shortage was more the result of a misunderstanding than of criminal intention.

* * *

J. E. Eagan, chief of the Burroughs sales organization at the Golden Gate, was confined to his home by illness during part of September, but is able to be at business again at the present writing.

* * *

The newly organized Oakland Chapter of the Banking Institute, held an interesting adding machine speed contest September 11th, under the auspices of W. W. Cooley of the Burroughs San Francisco oragnization.

* * *

A handsome silver cup was donated by Mr. Cooley, being won by W. A. Stuart of the Central Bank of Oakland, using a Burroughs, who correctly listed 150 checks in 2 minutes and 29 seconds.

Tacoma, Wash.

A branch of the Burroughs Adding Machine Company has been opened in Tacoma. This branch is under the direction of G. R. Andrews, salesmanager at Seattle, and H. E. Van Ness, one of Mr. Andrew's salesmen, has been placed in charge.

Toledo, Ohio.

Salesmanager F. D. Wilde of the Burroughs Adding Machine Company, held an interesting series of lectures at the Zenobia Theater in September, and illustrated talks showing the uses of the machine in various lines of business were given by experienced systems men.

* * *

W. H. Butts, chief accountant for the Pope Motor Car Co., delivered a comprehensive lecture on modern systems of cost, keeping in connection with the Burroughs machine. The lectures were billed in the dramatic columns of the newspapers, and aroused a great deal of interest among representative business men, nearly 1,000 people attending, at Mr. Wilde's invitation.

Washington, D. C.

All the leading adding machines are now represented in the City of Washington by experienced representatives, and all are putting in their best efforts to get the business.

Quite frequently one sees as many as five of the different machines on trial in one office. Recently an office with five clerks had five kinds of adding machines, one for each clerk to try out. In one of the Government Departments they have purchased five different makes, three electric and two hand operated. These machines are given a thorough test for accuracy and durability, which gives the department an opportunity to

TYPEWRITER INSPECTION CO. WE 317 BROADWAY, N.Y.

RENT
SELL
REPAIR
INSPECT
TYPEWRITERS

Rebuilt Machines at Wholesale—Illustrated Catalogue on Application

Special Wholesale Prices on Machines not Rebuilt

Cylinders Recovered, All Makes, 50 Cents

TYPEWRITER PARTS—WRITE FOR PRICE LIST

TYPEWRITER INSPECTION CO.

Established 1892

317 Broadway, New York City, N. Y.

J. E. THOMAS, President. A. K. GOODRICH, Secretary.

THE ENSIGN ELECTRIC

MULTIPLICATION,—results obtained in a few seconds by simply striking on one keyboard the multiplicand and on the other the multiplier.

ADDITION,—requires only the operation of keys, which depress but 3-16 of an inch and are very light in action. The flexible keyboard allows the correction of errors instantly, and speed on this machine is only limited by ability of operator.

DIVISION,—is accomplished by the same simple means as is multiplication, and in this case, as in multiplication, the operator has a proof of correctness.

SUBTRACTION,—is just as simple as addition.

CAPACITY,—from 1 × 1 = 1 to 999,999,999 × 9,999,999 = 9,999,998,990,000,001.

Free trial of this machine will be given to responsible houses as soon as possible after receipt of request.

ENSIGN MANUFACTURING CO. Factory at Waltham, Mass.

Procures Checks and Drafts For You
Protects Checks and Drafts For Customer

DEFIANCE

Check and Draft

PROTECTORS

Only $15.00

The Defiance method *cuts* the fibre of the paper and *saturates* it with *indelible ink*, stamping across the face of the check the words

NOT OVER FIFTEEN DOLLARS $15★

WARRANTED and Sells for Only $15.00

DEALERS—LISTEN

There is no office device that you can mention which is so thoroughly perfect as this one. What is more, it sells for only about half what other similar protectors sell for, yet does the same work. We have some dealers who are doing a big business with it. So can you. Every man or firm with a bank account wants one. Here is a great chance for active and hustling office appliance dealers and stationers to add to their income.

TO FOREIGN DEALERS

We make the Defiance for the money of all nations. Write us; learn what we can offer you. Sample impressions and full particulars sent free.

USED BY U. S. TREASURY DEPARTMENT

THE DEFIANCE SYSTEM of protecting checks and drafts is now recognized as the only absolute and sure protection against the forger and check raiser. It has been adopted by the United States Treasury Department, and is used by banks and business houses the world over.

WRITE TO-DAY — BEGIN TO SELL IN A FEW DAYS

It Will Increase Your Bank Account—LIBERAL DISCOUNTS

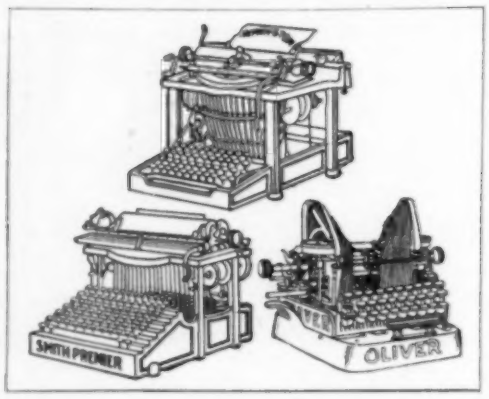
DEFIANCE MACHINE COMPANY, 69 EAST MAIN STREET, ROCHESTER, N. Y.

Opportunity for # Typewriter **Dealers**

We have received within the last few days **several large shipments of Typewriters** in great variety as to Model — Style of Type — Width of Carriage, etc., including

Remingtons
Underwoods
Olivers
Smith Premiers
Blickensderfers
Etc., Etc.

In all over



1200 Typewriters which we will quote at Specially Attractive Prices

At the present time we prefer to furnish these machines "in the rough," with parts guaranteed complete (owing to heavy orders now on our books for rebuilt machines) but will supply them either rebuilt or repaired for rental purposes, if desired.

Typewriter Emporium

Established 1892

230 Fifth Avenue :: Chicago, Illinois

ADDING MACHINE NEWS.—Continued.

ascertain which is the best adapted for their work.

* * *

B. E. Birgefeld, inspector for the Burroughs Adding Machine Company, uses a Motorcycle in making his rounds, and keeping in touch with what is doing in their line; it beats the street cars and lands him at the door.

E. S. Newman, sales manager for the Burroughs Adding Machine Company, is a very busy man these days, and we would judge from the amount of hustling he is doing that he is breaking some of his past records for sales.

Henry Resch, formerly a typewriter inspector, has for some time been inspector for the Universal Adding Machine Company, located in the Commercial Bank building, he is well equipped to keep his machines in first class running order.

* * *

A remarkable speed record has recently been established on a Pike Electric Adding Machine in one of the Government offices. In this office more adding machines are used than in any other and they are given the hardest work of any place in the country. The fastest operator who held the office record, 17,424 items in 7 hours on another make of electric adder, listed on the Pike, 20,761 items in 6 hours and 30 minutes, or at a rate of 22,337 for 7 hours, an increase of over 28 per cent. The work in both cases being of the same character.

Chicago, Ill.

L. W. Langford, western manager of the Elliott Fisher Co., has been making a trip around the offices of the company in his district and incidentally spent considerable time in Minneapolis.

* * *

The Chicago office of the Elliot Fisher Company reports good business and sales are steadily on the increase. The force is one that the local manager is proud of and the record the boys are making each month.

* * *

Advices from the New York office give some suggestions from Manager Watt's European trip. He expects to spend some time abroad and incidentally gather in a larger amount of information regarding the machine in foreign countriees.

Davenport, Iowa.

The Mallman Addograph Company have recently been considering Davenport as a manufacturing point for their machine, and Manager Frank O'Neill demonstrated the features of the machine to a number of local bankers who are interested in having the company locate in Davenport.

New York City, N. Y.

(By our own representatives.)

The Wales Adding Machine will have an interesting exhibit at the Business Show. Messrs. Eaton and Hough are making great preparations, and expect to excel their previous splendid records.

* * *

The Cram Writing Machine Company, now established in the St. Paul building, are doing a first rate business. The demand for the machines at present exceeds the supply. Mr. A. G. Utley, Jr., who is in charge has sold out his entire stock of machines, and is awaiting further consignments from the factory. Those who have not yet seen this addition to the adding machine will have an opportunity of doing so at the Business Show, where it will be on exhibition.

ADDING MACHINE NEWS—Continued.

Mr. A. C. Burnett, of the Universal Adding Machine Company, states that September was a booming month for him. They will have a fine corner exhibit at the Business Show, and from the drawings of the fittings, which he showed to us, they will be both handsome and imposing.

* * *

Mr. C. B. Canfield, of the Pike Adding Machine Co., has just returned from a trip through Massachusetts and Connecticut, where he found plenty of good business.

* * *

The Pike Adding Machine Company's exhibit at the Business Show will display several new additions to this fine machine, including an eliminating key, and an automatic carriage shift. They will also show an improved automatic item counter.

* * *

The Automatic Adding Machine Company desire to state that a man named F. R. Potter, who formerly handled their machine as an agent, is representing himself to be an official of the company, even going so far as to state that he is manager of the company. The man is not an official of the company, and is not connected in any way with it. Dealers are warned against having anything to do with him.

AN EDUCATIONAL EXHIBIT.

"The Bookkeeping Machine and How It Does It" will be the subject of an educational exhibit by the Burroughs Adding Machine Company at the New York Business Show.

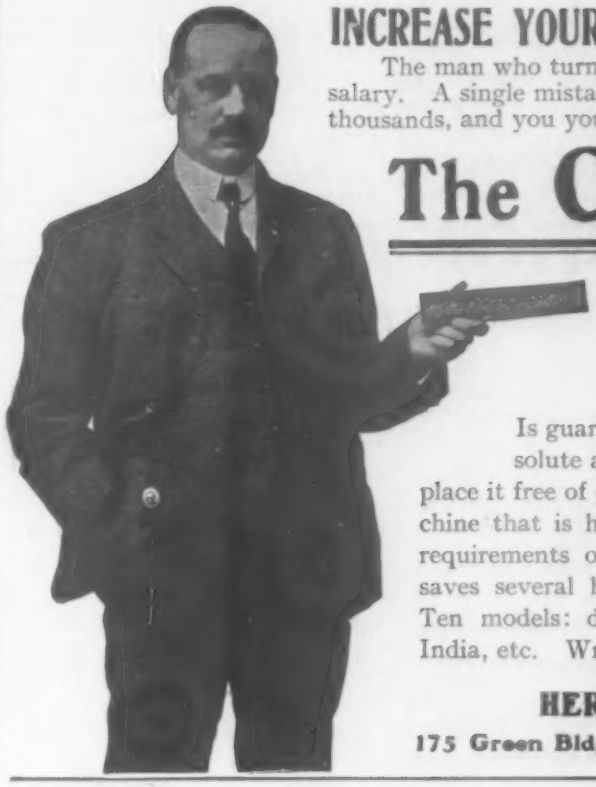
This is to be somewhat of a departure from usual exhibits. It will be held independently of the selling end, directed by the Burroughs' Business Systems department.

Modern methods of accounting, auditing and cost-keeping will be fully explained by experts and demonstrated by practical work on the Burroughs machine. In making these demonstrations, facsimile forms will be used, showing the systems and short cuts actually in use by large concerns in various lines of business, including leading banks, railroad offices, industrial corporations, insurance companies, department stores, and retail establishments of all kinds, both large and small.

There will be something of interest for every man whose daily work has anything to do with figures, and all of the systems to be shown will interest the employer quite as much as the employed, for, as Mr. Lewis says in one of his Burroughs booklets, "The most interesting part of the payroll is the part of it where you (the employer) get yours—which depends on how much you have to give others for doing what a Burroughs might do."

One feature of the exhibit will be a display of the Burroughs "long line," including nearly all of 47 distinct styles of Burroughs machines. Among these will be all of the new Bookkeeping machines and the remarkable automatic statement machines; machines "split" for dates, or to list and add debits and credits simultaneously; machines to handle fractions, yardage, tonnage, English currency, etc. Some of these machines have not been exhibited in public to any general extent, and it is expected that they will attract a great deal of interest at the show.

While man wants but little here below, he never gets quite enough.



INCREASE YOUR EARNING CAPACITY 25%

The man who turns out correct work receives the highest salary. A single mistake in addition may cost your employer thousands, and you your position.

The Calcumeter

The **STANDARD DESK ADDING MACHINE**

Is guaranteed for three years to add with absolute accuracy; otherwise I will repair or replace it free of charge. The only durable adding machine that is handy and serviceable. Meets all the requirements of 90% of adding machine users, and saves several hundred dollars in cost. $15 to $30. Ten models: decimal, fraction, architect's, English, India, etc. Write for catalog 17 and free trial offer.

HERBERT NORTH MORSE

175 Green Bldg. Trenton, N. J.

Every Desirable Feature in its Most Practical Form.

THE NEW MODEL

L. C. Smith & Bros. Typewriter

Illustrates the modern writing-machine carried nearer to the point of absolute perfection than any other typewriter in existence.

Some New Features

Gardner Ball-Bearing Typebar Joint.—You know the superiority of a ball-bearing over the common friction bearing. Our typebar bearings are made of steel as hard and as smooth as glass. Run perfectly free, without play and without friction.

Instantaneous Automatic Ribbon Reverse.—Works in the fraction of a second, without an ounce of ribbon strain or any added key tension. The first satisfactory ribbon reversing device.

ALL the writing ALWAYS in sight

The New Lightning Escapement for ease and speed, and the new **Silent Shift,** with many other valuable new features, combine to produce the first example of a modern writing machine complete in every detail.

Illustrated catalogue of New Models free.

L. C. SMITH & BROS. TYPEWRITER CO., Syracuse, N. Y., U. S. A.

Branch Stores and Employment Bureaus in all large cities.

MAPS

For the Wall, plain and in cases. On Pulp and Veneer Boards. Under Glass for the Desk and Pocket Form. In Special appliances

For the Tack System

Send for our illustrated catalog and ask for our free "Silent Demonstrator"

There is a growing demand for Silk head Routing Map Tack. We are headquarters for these. Special wholesale prices to the Stationery Trade.

JOHN W. ILIFF & COMPANY
350 Wabash Avenue CHICAGO

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

NON { Filling / Fading / Drying

U. S.

RIBBONS and CARBON PAPERS

OILS, ERASERS AND PENCILS

ESTABLISHED 1899

We claim our ribbons to excel those of all other manufacture in the following details:

1. Most intensely jet black records.
2. Most brilliant colors throughout.
3. Most durable.
4. Non-drying. Absolutely unaffected by cold, heat or atmospheric conditions.
5. Greatest copying strength.
6. Strongest and best for Duplicator and Hektograph work
7. Ink automatically distributes itself by capillary attraction, always presenting an evenly inked surface and ensuring uniform results. This feature also admits of goods being **inked clean** and yet giving good, clear, strong copies to the extreme endurance limit of fabric.
8. Tested and in constant use by United States and British Governments.

Bi-Chrome Ribbons a Special Feature

Large Contract Work and Manufacturing Imprint Goods for the Trade a Specialty

Inked Ribbons for Adding Machines, Time Recorders, etc.

WIDE (2 to 11 inches) RIBBONS made to order

Write for prices giving dimensions wanted.

U. S. Typewriter Ribbon Mfg. Co.

New Factory Address:

Sansom & Eighth Sts., Philadelphia, Pa., U. S. A.

Cable Address—Mustr.

Mis-informed

That is what most people are both as to price and

Value of Steel Furniture

The initial investment is not much larger for **steel** than for wooden office furniture, while in the long run

STEEL IS CHEAPER THAN WOOD

Steel never binds, warps, shrinks, cracks or gets loose in cold weather and tight in hot weather.

IT ALWAYS ACTS THE SAME

But the greatest item in favor of steel office furniture—and it is found in steel only, is the **Guaranteed Safety and its Protection to Papers, Records, Letters and so forth, in case of**

FIRE be it only an office fire or a conflagation involving entire blocks or buildings.

We Make All Kinds, Combinations and Sizes of Steel Office Furniture

in solid or sectional form. Write for our FREE CATALOGUE "47-H"—brim full of fine illustrations, showing everything from a small card tray or letter file and desk to a complete office outfit.

All Made of Steel—Won't Burn

The Berger Mfg. Co., Canton, Ohio

New York, Chicago, Boston, Philadelphia, St. Louis.

Specialties — Metal Ceilings, Roofing, Siding and Fire-Proof Construction.

DUPLICATING MACHINES

(By Special Correspondence.)

Buffalo, N. Y.

The Typewriter Printing Machine Company have moved into large spacious offices in the White building. The owners of the Writerpress, Messrs. Lerner and Bean, are probably two as busy men as the city contains, as they are snowed under with orders. They are busy but happy men. They have lately gotten out a very attractive little booklet descriptive of the Writerpress, which is full of interesting information regarding their useful machine.

Philadelphia, Pa.

The Tpyewriter Printing Machine Co., of Buffalo, N. Y., have opened a branch office at 327-329, The Bourse. The office is under the management of Wm. R. Mack.

* * *

Mr. J. E. Shaver, formerly with the Multigraph Co., has been employed by the Typewriter Printing Machine Co. to handle a part of the Philadelphia territory.

Providence, R. I.

Mr. J. C. Davis, Special Representative for the Underwood Duplicator for New England, recently made a trip through Rhode Island and had a very successful business trip.

New York.

The Underwood Duplicator will have an exhibit at the Business Show. Mr. S. T. Smith, Jr., will be in charge, assisted by several salesmen. They will distribute some interesting souvenirs and illustrated matter.

* * *

Mr. S. Henry, of the Lineograph Co., reports that business during the past month has been exceptionally good, and the prospects for the fall are better than he has ever known them. Mr. Henry wears a happy smile these days. As is well known he has had a big fight on his hands for years, but matters have come to light within the past few weeks, of which we are not yet permitted to speak, which has almost rejuvenated him. He begins to see daylight ahead, and he hopes a happy ending to all his litigation. Mr. Henry is so British that he never knows when he is licked. He is still in the front, likely to stay there, and do a good business in spite of almost insurmountable obstacles. Persistency like his deserves success.

* * *

S. H. Mayhew, salesmanager of the Reograph Co. has just returned from a trip through New England, where he opened up a large number of agencies for the Reograph and supplies. The Reograph is a modern duplicating machine using a stencil process.

Chicago, Ill.

Manager Bartlett of the Underwood Duplicator has been on the list of sick ones during the past week. He caught a severe cold and it settled in the lower part of his body, with the result that he has been only partially able to attend to business.

* * *

General Manager Smith of the Underwood was in Chicago the early part of the month looking after things generally. He made a careful survey of everything and returned to

the east satisfied with everything he had seen.

* * *

Homer H. Hilton has been added to the selling force of the Underwood. Mr. Hilton has had considerable experience as a salesman and gives good promise of being a valuable adjunct to the Underwood business in Chicago.

* * *

Manager Bartlett was in New York recently consulting with his people at the home office. He spent a week there and then returned to Chicago full of valuable tips and a lot of encouragement for the western end.

* * *

Sales are steadily on the increase with the Underwood. Their Chicago business is setting a high mark with the result that everybody is happy. The new machine is taking hold in good shape and seems to be giving the right kind of satisfaction.

INVENTED SHIFT KEY AND TYPEWRITER GIRLS.

Pioneer Typewriter Man Now at Work on an Arithmetical Machine.—Employed the First Lady Operator and Invented Single Key Board Machine.

L. J. Crandall, who lately moved to Washington, N. J., from Brooklyn, and is now residing on Broad street, in the residence of ex-Mayor Petty, while having no extensive acquaintance in Washington is an inventor of no small ability. He has perfected about eighty inventions, all of which are in daily use.

Mr. Crandall began his career as an inventor in 1875, previous to which he was engaged in newspaper work on the staff of the New York Tribune and other prominent papers besides having owned several papers of his own at different times.

His first and probably one of his most notable inventions was the double type and capital shift on the Remington typewriter, which made that typewriter a success—in fact it was the first really successful typewriter made and Mr. Crandall's invention has been but little improved on since and has formed the basis of what few improvements that have been made. He was also the inventor of the Crandall typewriter.

Besides the improvements to the typewriter, he has also perfected patents for devices to bicycles and electrical appliances.

Working an Adding Machine.

His present creation, upon which he has been working for the past four years, and which he expects to have completed by the holidays, is an adding machine. This contrivance will add, substract, multiply and divide. It works on the same principal as a typewriter and the results are recorded in typewriting.

Of all his inventions, however, he says the greatest is the "typewriter girl," he being the first person to employ a female operator.

The first lady typewriter was Mrs. M. K. Beach, who first commenced operations on April 25, 1875, and who afterwards was employed in the office of R. G. Dun & Company, the well known mercantile agency.

He also has a fund of other interesting information. Miss E. N. Kirkland was the first typewriter to marry her employer.

Mr. Crandall says that it is understood that at his death all the lady typewriters in America are to contribute two cents each to erect a monument to his memory. As there are now over 2,000,000 girls tapping the keys, the monument should be a fine one.

TO THE TRADE ONLY

CARBONS RIBBONS

Quality Price

An experienced technical staff.

The best materials employed mean QUALITY.

Most up-to-date and special machinery that is all our own, and reasonable profit mean good PRICES.

Compare what you are selling now with what we offer. Write us to-day we shall very gladly submit you samples and trade terms.

MANUFACTURE FRANCAISE de PAPIERS CARBONE et RUBANS pour machines à écrire.

CARPENTIER, BADEL & CO., 22-24 Bd. Ménilmontant, Paris, France.
AGENTS WANTED IN ALL COUNTRIES.

To the Typewriter TRADE ONLY

While They Last

700 Second-hand Remingtons
Nos. 6 and 7
PICA TYPE
Between 50,000 and 100,000 Series
AT SPECIAL PRICES

These machines are in the Rough but are in fair condition and complete as to parts.

TERMS 10 PER CENT WITH ORDER, BALANCE BY DRAFT ON B ;L.

General Typewriter Exchange
Wholesale Typewriters
21 MURRAY STREET NEW YORK CITY

Built as a Chair Should Be

20th CENTURY BACK RESTERS

Office and Typewriter

CHAIRS

THE ADJUSTABLE SPRING BACK

Can be instantly adjusted forward or backward by simply touching lever. May be raised or lowered at will, placing

THE BACK SUPPORT
Just Where you Need it

NONE GENUINE WITHOUT THIS TRADE MARK

LOOK FOR TRADE MARK ON UPRIGHT UNDER BACK REST

WE GUARANTEE better results through their use, for with comfort more and better work is done.

Chairs sent on approval to responsible people, and if not found all we claim for them, may be returned at our expense.

Send for FREE CATALOGUE showing 30 styles. *Most Dealers Sell Them.* If you don't, you ought to know more about our line.

The Davis Chair Co.

S. N. McCLOUD, Manager

Dept. 2 Marysville, Ohio, U. S. A.

It is easy to make a sale **IF** you can show a saving, be it TIME, LABOR OR MONEY

The **Landing System** will positively SAVE **75%** in any bookkeeping department where "system" is appreciated more than "RED TAPE."

PROTECTS AGAINST FIRE
as the filing case is kept in a fireproof safe.

We can't tell it all in this space
but you'll see it at a glance if you will only ask for

FREE UNIQUE SAMPLE

Write for it to-day—ask us to send you data, etc.

AGENTS—GOOD ONES—WANTED

LANDING-RONNING COMPANY

MINNEAPOLIS " " " " MINNESOTA

The CASH REGISTER

(By Special Correspondence.)

Brooklyn, N. Y.

The National Cash Register Company, of Dayton, Ohio, has brought part of its plant to the South Brooklyn waterfront, fine factory lofts having been secured in the model buildings on Thirty-seventh street, near Second avenue. The forwarding department for the eastern section of the country will be located here as well, and shipments of the company's output will be made on a far more expeditious basis than heretofore. New Jersey and the Long Island City section, as well as Manhattan, were sharp competitors for this latest move of the Cash Register Company, but the officers of the concern, who came on from Dayton for the purpose, after a careful survey of the sites offered, and a close examination of the facilities as to shipping and power, finally decided on South Brooklyn. G. W. Witte, head of the recording pyramid of the Cash Register Company, was particularly well impressed with South Brooklyn as a great manufacturing center. He said the whole layout exceeded anything of its kind in the east and gave the manufacturer unusually fine facilities for manufacturing and shipping. The Brooklyn plant will be in charge of R. E. Goertzen, the forwarding agent. The company, it is said, will increase the plant materially in the course of the coming year.

Columbus, Ohio.

A movement is on foot among Columbus, Cleveland and Chicago capitalists looking toward a complete reorganization of the Hallwood Cash Register Company, which has a large plant located at the junction of West Broad street and the Baltimore and Ohio railroad tracks. At present the plant is conducted under the charge of W. T. Wells as receiver, who has acted in that capacity for more than two years.

Chicago, Ill.

Mont Tennes, who is popularly known as the King of Gamblers, is incidentally owner of the Western Cash Register Co., located on Clark street. During the recent police investigations and the shake up over gambling, Mont Tennes has figured very prominently. While the grand jury was investigating charges regarding gambling, a bomb was set off in the rear of the Western Cash Register Company's store apparently with the intention of putting a speedy end to Tennes and one branch of his business. Considerable damage was done but no one was serious hurt. The police have no clue to the marauders and this is only one of a large number of similar explosions that have taken place recently.

* * *

The National Cash Register Company reports a prosperous season and the sales force is working under full head of steam for a big fall business.

* * *

The McCaskey Account Register Company were close to a bad fire recently. Their office and show room is on the ground floor on Lake street near La Salle. Fire broke out in the upper floors of the building and when

CASH REGISTER NEWS—Continued.

the fire department at last succeeded in quenching it the McCaskey display looked as though it had been through a bad disaster. While some of the goods were badly drenched and smoked business was not interrupted.

* * *

The Autographic Register Co. reports a good season with prospects for one of the heaviest fall business they have experienced. On the whole the cash and autographic register business in Chicago may be said to be in a highly satisfactory condition.

Dayton, Ohio.

Thomas Carroll of the National plant has just been allowed patents on two important improvements on the National machine.

Trenton, N. J.

The Union Cash Register Company of Trenton, N. J., has notified Office Appliances that they have ceased manufacturing their machine and that therefore they are not accepting orders for it.

Winnipeg, Manitoba, Canada.

The Egry Autograph Register Co. of Day, ton, Ohio, are represented by Turner & Smith, 15 Nanton block, Winnipeg, who are very sanguine as to the adoption of this splendid system throughout Manitoba. A large number of the wholesale and retail firms have adopted the Egry System during the past year and readily appreciate the saving of time and money by its use.

Brussels, Belgium.

L. M. Faguer, 1 rue Joseph Dupont, Brussells, Belgium, has been appointed general manager of the National Cash Register Company of Belgium. He reports a good business there with a steadily increasing field of action and under his able management the business is sure to go ahead with great strides.

GEORGE W. CAMPBELL, DECEASED.

There is always a time when one feels the loss of another through death more than might be expected, even though not intimately acquainted with the other, and this is due, no doubt, to the personal magnetism and outward feelings that are built up around each other through business relations, even though the social relations are nothing.

The writer had the pleasure of knowing George W. Campbell, Secretary-Treasurer of the Franklin Typewriter Company, and an officer in the new Victor Typewriter Company, located at 812 Greenwich street, New York, and for some 10 years or more our relations were such as to make me regard Mr. Campbell as a friend, even though our connections were few. We knew him as a man of honor. We are sorry to announce that Mr. Campbell passed away during the closing days of September from congestion of the brain at the Windsor Hotel, Orange, N. J. His home was at 284 West 137th street, New York city.

This announcement comes just as we are going to press, and therefore the details will be given in our next issue.

Manufacturers who desire to have their goods well and favorably known cannot afford to stay out of the National Business Shows. The best of everything is usually seen there and no manufacturers can afford to run chances of being put in the back number class by staying out.

WE WANT TO INTEREST A FEW
STATIONERS of the better Class in the U. S.
We have a proposition that should interest any real wide-a-wake supplier of business office needs.

A source of **PROFIT**

WE control a newly invented "off set" **lithographic** press which we operate exclusively, that does finer work than any "stone" press and we do not have to dampen the paper —notwithstanding the superiorty of the work, its cost is not greater than the cost of work produced in the ordinary way.

We can make transfers from your engravings or make new sketches and engravings.

We can take care of a *limited number of trade accounts.* **Write for Samples.**

EASTERN LITHO CO.
NEW YORK CITY 65 CLIFF STREET

Meilink's Swinging Desk Stand

Rigidity is its superior quality. No strain on your knees.
Can be locked solidly in any position.
No knee-rest or braces needed.
Any writing machine can be operated on it with the same speed as if it were on top of a desk.
Can be used on either side of a desk.
It gives the needed desk-room for reference books, card boxes, typewriter, etc.

THE ONLY STAND WITH A POSITIVE LOCKING DEVICE

By a quarter turn of a large thumb-screw the stand is positively locked in any position.

Tops enameled steel, golden oak or mahogany finish; your option. Size 14 by 18 inches.

The rods and hinges are finished in nickel, oxidized copper or black enamel.

These stands are perfect in finish and construction.

Oxidized Copper Finish	$4.00
Nickel-plated Finish	4.00
Enameled, three coats, polished	3.50

Send for our Catalogue of other good sellers.

THE MEILINK MANUFACTURING COMPANY
TOLEDO, OHIO, U. S. A.

We make machines at prices running from $12.00 to $200.00 but

"THE SUPERIOR CARD CUTTER"

here illustrated is our best seller.

It is designed to supply the demand for a low priced shear, well constructed. It has a practical working gauge for squaring and trimming. The blades are of the best steel, 12 inches long. The iron frame has an iron gauge that runs smoothly on the steel bar. The bed is of wood, with grooves and strip; the head has a new pivot mechanism, adjustable, to compensate the wear and grinding of the blades.

Price $12.00, express paid throughout the U. S.

Sent on ten days' free trial to reasonable firms. Catalog free.

Cut your carbon paper with THE SUPERIOR CARD CUTTER.

Marshall Son & Co., Inc., 262 Purchase St., Boston, Mass.

No more work for the Stationer or Printer

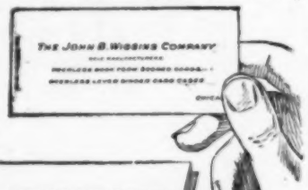
Above cut shows Peerless Lever Binder open to receive wrapped pack of cards. After lever is closed, wrapper is torn off and cards are ready for use.

This is our neat book with Patent Leather Binding.

This cut shows case is made up in a variety of leathers, and is equipped with our Patent Lever Binder, in which a new lot of cards is quickly inserted when empty.

to furnish PEERLESS PATENT BOOK FORM CARDS than the ordinary loose cards. We supply you with the blank PEERLESS BOOK FORM CARDS which are scored and detach from stud leaving a perfect straight edge—NO PERFORATION. We also furnish the leather cases having LEVER BINDER attachment. These cases are self-binding, and receive the cards, binding them firmly in case. Equipped with these Cards and CASES you only have to do the printing to be able to furnish your customers with the latest and most approved business or calling card. No extra or special machinery is necessary for you to handle the PEERLESS BOOK FORM CARDS. Send us your address—we want you to have our samples.

Just examine these drawings with care and our system will appeal to you INSTANTLY



This cut shows our Patent Lever Binder with lever closed, holding pack of cards firmly in our refillable case.

The John B. Wiggins Company

SOLE MANUFACTURERS

Engravers—Printers—Die Embossers

16-22 East Adams Street, CHICAGO

"Made by the Mile, Sold by the Foot."

Office Partitions at Special Prices

¶ Quartered Oak, 7 feet high, 1⅜ inches thick, Florentine Glass, finished in any color desired, was $5.00, **now $4.50** per foot, put up and finished complete.

¶ Plain Oak, 1⅛ inches thick, was $4.00 per foot, **now $3.50.**

ORDERS DELIVERED IN 24 HOURS

MOUNT & ROBERTSON, 28 Beaver St., NEW YORK. Tel. 1957 BROAD

CHICAGO BINDER & FILE CO. AFTER THE BUSINESS.

New Factory is Running Full Capacity and Nothing Daunted by Their Recent Disastrous Fire, They are Putting Out an Alluring Proposition to Dealers.

More or less publicity has already been given to the C. B. & F. Co.'s $25,000 buying pool that they have inaugurated for the benefit of stationers all over the country who handle their goods or who wish to take up an agency for them. This scheme as its name suggests has to do with the purchase on the part of stationers, of binders to the amount named, but it does not mean that any one stationer is expected to do this. On the contrary it is a scheme to let as many stationers into one pool as possible, so that in pooling orders they will be entitled to the same price as though each one of them bought this much goods.

Stationers who come in on it have their orders taken care of promptly and are only required to send in their orders in the usual manner with the provision that they first join the pool, and when the goods ordered, or the number entering the pool aggregate business to the amount of $25,000 the pool will be closed, so it behooves stationers who are interested to get in before the gates go down. The company's new factory is located at 133-5 South Clinton street and full particulars may be had by addressing them.

A few years ago this concern moved to Handson Park because of apparent advantages offered in manufacturing away from the center of the city. After they had been there a while the railroad cut off its train service and the express companies cut down on their deliveries and calls correspondingly with the result that the company found themselves and their new factory practically marooned. Seeing the folly of staying longer in this locality they decided to move back into town.

The new move had just been completed, new machinery purchased and in place, when they proceeded to make their first inventory. While they were at work on it a disastrous fire broke out in the building and wiped the concern and all of its machinery, stock and means of doing business off of the face of the earth. Some of the officers had narrow escapes in climbing down fire escapes, and when the firemen had ceased their work it was found that the Chicago Binder and File Company had saved nothing.

With nerve that is more than is usually found in the average business man, these people began at once to make arrangements for a new factory. They placed orders immediately for new machinery and for weeks worked day and night getting into shape again. In the meantime their men were on the road and they were following up business as hard as they could under the circumstances, so that when at last they were again ready to make shipments they had orders so far ahead that they have been working day and night since. However, President Mudd reports that they are delivering all goods promptly and that they are prospering in good shape. Their latest move for the formation of the big buying pool is another step forward in their efforts to retain the position they have always held with the stationers of the United States and the report from the factory is that they are meeting with hearty response.

LOOSE LEAF NEWS

(By Special Correspondence.)

Chicago, Ill.

The Morgan Loose Leaf Mfg. Co., is the name of one of the most progressive of the late concerns in this line of business. They are located at 70 to 86 W. Jackson boulevard, and making everything in the loose leaf line. They are doing a nice business and are on the high road to a great success.

Providence, R. I.

Messrs. Thompson and Thompson, a large printing house here, have gone into the loose leaf binder manufacturing and will canvass the territory for this class of work.

C. E. SHEPPARD AT THE BUSINESS SHOW.

Among the many interesting exhibits to be found in the Business Show is that of the C. E. Sheppard Co., manufacturers and dealers in Loose Leaf Systems at 63 Cliff street, New York City, whose display is located in booth No. 231—Statoiners' Row.

The splendid exhibit which this company makes is a striking example of the progress that has occurred in the manufacture of Loose Leaf devices during the last few years. Attention is directed to the display of the Sheppard line more especially because of the standard quality of their every product. To the eye of the close observer, it is very evident that quality alone is the paramount issue in the manufacture of all goods to bear the Sheppard trade mark.

During a recent conversation, Mr. Sheppard remarked that the cost of materials or ultimate selling price of the devices, never in any way or at any time affected the policy of the company. Also that it was not a question of how low the price but how high quality.

Listed among the many items on display in The Sheppard Company's booth are Loose Leaf Ledgers, Transfer Binders, Order Binders, Sheet Holders, Price Books and Filing Cabinets, together with an extensive variety of Loose Leaf stock forms which are applicable to nearly every branch of business and professional occupation.

It would be most unjust to close without paying a few words of praise to the splendid new catalog, the preparation of which surely required a vast amount of thought and planning. The illustration and text throughout, stamp this as one of the most complete catalogs of its kind ever offered to the trade. This catalog will find careful reading in the hands of persons eager for such information. To the gatherer of souvenirs, let it be stated that The Sheppard Company offers to visitors at the show many attractive, as well as useful, reminders.

A NEW HOUSE ORGAN ON SALESMANSHIP.

We have received the first number of the "Sales Specialist," issued by Edgar A. Russell and others of 1 Madison avenue, New York. It is an interesting, helpful little magazine, containing some very trite sayings along the line of Salesmanship. It is nicely printed, and its general get-up reflects much credit on its publishers.

"Quality" Carbon Paper

The kind your trade will ***come back*** and ***ask for*** a second time.

Carbon paper of superior grades—perfect non-smut surfaces—and the kinds that will produce clear, clean, readable copies is what your trade demands.

The following brands meet every qualification for "quality." They are made by us and possess every essential feature and fulfill every known requirement in the commercial world. We guarantee them!

Carnation Maple Leaf Clover
Aurora Diamond Thin-O

Typewriter Ribbons

Our typewriter ribbons are manufactured by us from the best grade nainsook—they come in all colors, to fit any machine. They are positively non-filling—have strictly indelible colors—and give a sharp, even letter all the time.

Write us to-day—and learn how we will open the way for more sales for you.

Miller-Bryant-Pierce Company

Main Office and Factory: AURORA, ILL.

"One Member of the Sparks Family."

Sparks Electric Desk Punch

(PATENTED)

is made for Office and Bank purposes

for punching round holes (¼" to 5-16" diameter) through coupons, legal papers, cards, sheets for binders, stock certificates, etc., etc.

PUNCHES THROUGH ½-INCH PAPER

The Sparks Electric Desk Punch has an **ELECTRIC MOTOR** and a cord and socket plug which may be instantly attached to any electric light socket.

OTHER SPARKS DEVICES

LOOSE LEAF LEDGER SPECIALTIES:

Round Hole Machine—holes 3-32" to 9-16" diameter. Punches 750 sheets paper or 100 sheets card at one operation. 1,000,000 holes a day—cost of ⅛ cent per 1000 holes.

Slotting Machine—18 shapes of slot cutters. 100 cards at one operation. One minute to change cutters.

Sparks Crimper—for crimping loose leaves.

STATIONERS, DEALERS, LOOSE LEAF MANUFACTURERS

YOU OUGHT TO KNOW MORE OF THEM

The Sparks Electric Desk Punch is now used by many banks to cancel checks, coupons, etc., because of its EFFECTIVENESS. Also by commercial concerns, while the OTHER SPARKS DEVICES are so great a SAVING FACTOR in the manufacturing cost of *loose leaf supplies, card systems*, etc., that no manufacturer without them is saving all he *can* and *should*.

WRITE FOR MORE PARTICULARS TO

Walter Sparks, 12 Dutch St., New York

The No. 50 "CAPITOL"

NON-EVAPORATING INKSTAND

a new size of the famous "Capitol" Inkstand, with Pen Rest

Protected from air and dust the ink is kept clear and fluid until the last drop is used from small concave depression under funnel.

Impossible to get ink on penholder, and so fingers are kept clean.

Pat. Aug. 28, 1906 Sept. 11, 1906

PRICE 25 CENTS

OTHER SIZES

No. 2—With Solid Square Glass Base	$ .50
No. 25—All Glass with Pen-Rack Extension	.75
No. 9—A No. 2 Stand on Oak or Mahogany Base	1.25
No. 6—2 No. 2 Stands on Oak or Mahogany Base	2.00

OTHER SPECIALTIES

"Gem" Paper Clips (per box of 100)	$ .15
Ideal Paper Clamps (for bunch of papers) per doz.	.25
Duncan Envelope Sealer and Moistener	.50
"Pinch" Paper Fasteners No. 2 (per box of 250)	.15

WRITE FOR COMPLETE CATALOGUE

CUSHMAN & DENISON MFG. CO.

240-242 West 23rd Street **NEW YORK CITY**

ADD TONE TO YOUR STATIONERY IN THE OFFICE, BANK, SCHOOL OR HOME BY USING ONLY WASHBURNE'S PATENT ADJUSTABLE

"O.K." PAPER Fasteners

There is Genuine Pleasure in their Use as well as

PERFECT SECURITY

These Fasteners are in a class by themselves.

There are no others like them, therefore they can *not* be compared with the ordinary paper clips which depend on friction for their holding power.

The *"O. K." Paper Fasteners* have the advantage of a *tiny, but mighty, indestructible piercing point* which goes through *every* sheet, co-acting with a small PROTECTING SLEEVE which prevents any liability of injury.

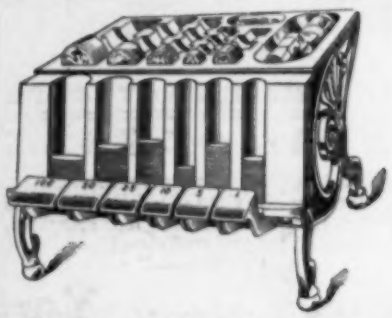
NATURAL SIZES

Handsome. Compact. Strong. No Slipping, **Never!**

Easily put on or taken off with the thumb and finger. Can be used repeatedly and *"they always work."* Made of brass, 3 sizes. Put up in brass boxes of 100 Fasteners each.

THE O. K. FASTENER CO., Inc., Mfrs.

Dep't R **SYRACUSE, NEW YORK**



For Sale by Principal Stationers

LAMSON COIN CASHIER

Makes change quickly and accurately. Used by U. S. Government, Banks and Trust Companies. Great time-saver for pay rolls. PRICE, $10.00

ALSO LAMSON COIN TRAYS

See Booths 74-75 National Business Show

Lamson Consolidated Store Service Co.

BOSTON NEW YORK CHICAGO

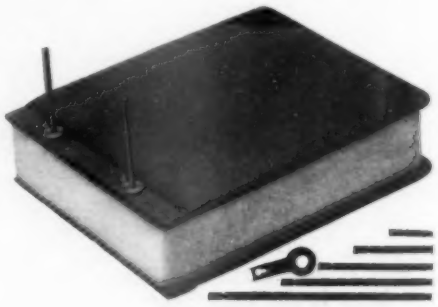
NEW CAXTON LOCK BINDER.

Latest Arrival in the Loose Leaf Ledger Line Comes from the Nelson Corporation and is a Winner.

Elsewhere in this issue is mentioned the appearance of the new Caxton Lock Binder that is being put out by the Nelson Corporation of 189 Fifth avenue, Chicago, and the cut herewith gives a good idea of what it looks like. This is a new arrival in the loose leaf line and the manufacturers are going after the dealer business with a vim that is sure to make a winning.

The Buckeye Binder is the one on which this concern has established its reputation and the new Caxton is similar in every respect except that it has inter-changeable posts, which are screwed into a special base plate. This makes it possible to change the length of the posts when the binder is filled and thus prevents the projecting of long posts while the binder is in use.

The Buckeye Lock Binder has, to a great extent, taken the place of the regulation threaded post type of binder on account of its simple and strong locking mechanism of a new and improved type; one-quarter turn au-



tomatically locks the cover firmly to the posts at any desired point holding firmly in position one or more sheets, which can, however, be easily removed or added to, up to the full capacity of the binder, the illustration at side shows in outline the manner of locking and unlocking this improved type of binder.

The posts are riveted to the metal part in the lower cover and are 3-16 inch in diameter, of smooth nickel finish six inches long with rounded tops allowing the sheets to slip over them readily without tearing. Locking device is such that will not get out of order by continuous use, is self-contained without any loose parts to be misplaced and is nickel finished. This style of binder is well made of high grade binders' board covered with canvas finished with red corners, both covers rounded as shown in illustration and lined with heavy paper, hinges of reinforced construction, making in all a first class high grade binder.

THE NEW OFF-SET LITHOGRAPHIC PRESS.

We omitted to state in our last issue when writing about the Eastern Lithographic Company's press, that each copy of the 3,000 sheets contained eight letters or letter heads, so that the machine will run off 24,000 letter heads or copies per hour. The finish of the paper is not impaired in any way, and the result is almost equal to steel plate. Transfers can be taken from an engraving of a customer, or from a sketch. This process can be seen in operation at 65 Cliff street, New York.

PEN & PENCIL

(By Special Correspondence.)

Cincinnati, Ohio.

Alfred S. Richter of the American Lead Pencil Company has been laid up while being treated for appendicitis. He is now fully recovered and back at work.

* * *

An immense plant, with equipment to cost about $75,000, is to be erected in Idlewild by the Ault & Wilborg Company, manufacturers of printing ink, who will use the suburban plant for the manufacture of varnishes. This property was recently acquired, and plans have just been completed by Architect Harry Hake, who will supervise the erection of the structure. The buildings are to be of brick construction and the largest building will be L-shaped, and the wings will be 32 by 88 feet. In this structure will be located the offices, laboratory, tankroom and shipping department. The filler and thinning building will be 54 by 45 feet, the melting room 64 by 29 feet and the stock room 42 by 32 feet. The company's ink plant in New street will not be affected through the company's new enterprise, but will remain in its present location.

Newark, N. J.

The preliminary report of W. T. Carter, Jr., receiver for the Anti-Fraud Ink Company, was filed with Vice-Chancellor Stevens showing the sale of the plant of the insolvent corporation to Joseph Multerer, as trustee, for $6,200. The property is located at Aldene on the line of the Central Railroad. Mr. Carter was made receiver on the application of John L. Johnson, counsel representing A. C. Courter & Co., of this city, one of the chief creditors. The report was placed on file and an order confirming the same will be signed in two weeks.

New York, N. Y.

L. and C. Hardtmuth have sent out notices to the trade that their factories are now about four months behind in orders and are urging dealers to place their orders with the jobbers as early as possible in order to give them time to make deliveries.

Salt Lake City, Utah.

John Held and A. S. Zimmerman have gone east to arrange for supplies for the new fountain pen manufactory to be started here. Mr. Held has invented a very valuable pen on which he has secured patents and will manufacture the same extensively.

* * *

The Held Pen company filed articles of incorporation with the county clerk. The purpose of the company is to manufacture and sell fountain pens. The new company is capitalized at $25,000, divided into $10 shares. John Held is president of the company; Annie Held, vice-president; A. S. Zimmerman, secretary and treasurer.

Everybody in business, whether manufacturing or retailing should get a copy of the October issue of Office Appliances. It contain the official program of the New York Business Show and full of matter worth many dollars to either class. Applications for copies should be made early, for the number of new ideas that will be shown there will make it the most valuable business reference work ever produced in this line.

Stenographer's Note Books

Diamond "G" Line.

Best on Market.

Made in seven grades. Without question the most popular line sold—famous for quality and satisfaction. Put up for you under your own imprint. Sample book and prices upon request.

ROCKBARNES TYPEWRITER PAPERS: Our line, comprising 31 different papers, leads in sale and reputation all other lines, gained solely upon merits of quality, finish and fineness of texture and durability. Will put up under your own labels. Catalogue "B" and prices on request.

TYPEWRITER CARBONS AND RIBBONS: We are exclusive Western and Southern Distributors of A. P. LITTLE'S FAMOUS PRODUCTS, which stand alone by themselves for Highest Quality Carbon and Ribbon Perfection.

FLAT PEN AND PENCIL CARBONS

ROCKWELL-BARNES COMPANY

800 BALDWIN BLDG. :: :: :: :: :: CHICAGO, U. S. A.

Keystone and Blue Seal

The Celebrated

Blue Print Papers

Manufactured By The

Keystone Blue Paper Company

Philadelphia

Importers and Manufacturers of

Drawing Materials and Engineers' Supplies.

"Goods only of known Quality."

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

Double the Value of your Adding Machine!

by using an **Eureka Adding Machine Carriage.** It means more work—greater ease in operation—and increases the life of your machine.

Table is of quartered oak. Wheels are rubber tired. Frame is of oxidized copper.

Price $17.00.

Price without metal back $15.00.

State name of machine used.

No goods shipped on consignment.

Special discounts to Office Supply Houses and Export Trade.

Eureka Carriage Company

52-54 Winder St. Detroit, Mich.

McMillan Typewriter Books

For Use With Any Typewriter

For Public Records, Directors' Minutes, Sales Books, etc.

Appearance exactly like ordinary Blank Books. Safeguarded

McMILLAN PRODUCTS

Typewriter Record Books, Sales Books, Flat-Lying Books, Inventory, Order Books, School Note Books, Parish Records, Check Books, Price Books, Book Index, Flexible Post Binders, Etc.

Sold by Prominent Dealers and Typewriter Companies

McMILLAN BOOK COMPANY, Syracuse, N. Y.

HIGGINS'

Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter supplied to the Trade.

Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins Inks and Adhesives.** They will be a revelation to you.

AT DEALERS GENERALLY

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N.Y., U.S.A. New York — Chicago — London

OUR No. 2—For holding books of record, etc., with line finder

THE DUDLEY

Loose Leaf, Book, Pad and Copy Holder . . .

Made for the efficient handling of all kinds of copy work. The only holder devised for use with books of record. ¶ Send for circular describing full line.

The Dudley Manufacturing Co.
Marion, Ohio, U. S. A.

The TIME RECORDER

(By Special Correspondence.)

Syracuse, N. Y.

Mention is made elsewhere of the new catalog just issued by the W. H. Bundy Recording Company. This little book is worth having and is truly a work of art in the catalog line.

* * *

The W. H. Bundy Recording Co., of Syracuse, N. Y., have completed the additions and improvements to their factory building on South West street. This has taken the entire summer. The capacity of their plant has been tripled, their office facilities have been greatly increased, and the factory now presents a very bright and attractive appearance. An informal convention of some of the principal representatives of this company was held in Syracuse on September 9th, when matters of current importance were discussed. General satisfaction was expressed at prevailing conditions, and the outcome for the future was commented upon with favor. During the past few months the W. H. Bundy Recording Company has obtained some very large contracts; the original factory was unable to cope with the orders received, but the additions and improvements which have been made will enable them to ship their Card Time Recorders with promptness."

Winnipeg, Man., Canada.

Turner & Smith, representing "The Hawley Time Register" made by Crouse-Hinds Co., of Syracuse, N. Y., report satisfactory results during the past year with the above line. They have practically a clear field, and number among their patrons the principal wholesale firms throughout the west. The wonderful development of this western country and the expansion of trade ensures continued success of the above agency.

Chicago, Ill.

The J. H. Wilson Company have been installing some notably large systems in Syracuse Recorders recently and business with them is on the boom. They report better prospects and more business than ever before so early in the fall and the future promises big things in the matter of installations for them.

* * *

Manager Eels of the International says that the demand for International goods does not diminish in the slightest that on the contrary they are increasing their business so rapidly and at such a greatly increased percentage over previous years that when they balance up for 1907 they will show the largest western business ever transacted.

* * *

Business with the International is reported to have been very good for the month of July just closed.

* * *

Manager Eels will head the western delegation to the International company's convention and will take the occasion to present himself with a very much needed vacation. Eels is a busy fellow and it takes a convention or something equally startling to get him to take a rest when he needs it. He will probably prolong his visit in the east after the convention

TIME RECORDER NEWS.—Continued.

closes and do some stunts in the country aimed to improve his physical condition.

* * *

The entire western force of the International Time Recording Company will go to Binghamton the middle of the month to be present at the annual convention. The convention will be held at the new factory at Endicott and will be attended by the members of the International forces from all over the country. The convention begins August 19 and closes August 24 with a big banquet.

BUNDY ISSUES FINE CATALOG.

From Syracuse comes one of the finest specimens of catalogs that has entered this office for a long time. It is the new booklet issued by the W. H. Bundy Recording Company and contains a complete explanation fully illustrated of everything that has to do with the Bundy system. In point of workmanship the catalog is worthy of comment and from an artistic point of view it cannot be praised too highly—it is a sample of the present day advancement of the printing art. The illustrations in it are of the finest and the manner in which it shows the system makes an impression on the reader. It is on the whole, one of the cleverest and most artistic pieces of advertising matter that has been produced for a long time, and manufacturers who are contemplating issuing something particularly nice and who are seeking suggestions would do well to secure a copy of this new booklet.

TIME CHECKS AND THEIR USE.

The American Railway Supply Co. of 24 Park place, New York, make and sell Time Checks. They have done this for the past 30 years and during that time have evolved methods that give the greatest satisfaction to their users. These checks are usually of brass and engraved with the initials of the firm and the number of the employe. Duplicate check boards with projecting pins are supplied, and on these the checks are hung when the men go to work. As each man goes to work, he is handed his numbered check, so that the board shows who is absent. At quitting time the men report the number of hours they have worked and drop the checks into a drawer with compartments corresponding with the number of hours worked. In the morning a clerk takes the drawer and credits each man with the number of hours he has worked according to the department from which his check was taken. As two boards and two lots of checks are used, the time can be made up whenever desired.

Stationers and office appliance dealers can learn more in a day at the National Business Shows than they can learn in many weeks traveling around looking for ideas. Besides it is very much less expensive. Some of the best agencies ever secured by dealers for new specialties are secured at these shows. This is the harvest time for the live retailer to get in on the good things.

Even the man who is looking for a soft thing draws the line at a padded cell.

* * *

Men wish they didn't have any harder times than boys think they are having.

Queen Office Typewriter Desks and Chairs

Improved, The Latest, The Best

Sold Direct to DEALERS Only

42 in. long, 24 in. deep, 32 in high.

(Patent Applied)

No. 500—Queen Typewriter Desk.

All Typewriter

Desks

are equipped with our Patent **Copy Holder** being placed in direct line of vision enabling operator to sit erect. **Saves time** and errors. **Solid oak** workmanship and finish guaranteed. Returned at our expense if not satisfactory.

36 in. long, 29 in deep, 46 in. High.

No. 100—Salesmen Desk.

ALL DEALERS Should get our Catalog and prices before ordering elsewhere Send to

THE MARYSVILLE CABINET CO., Marysville, Ohio, U. S. A.

NEW CATALOG FREE.

BUCKEYE RIBBONS AND CARBONS

REPRESENT THE

Highest Standard in Quality — They Are Right in Every Respect

Satisfy the Most Particular Users — Buckeye Ribbons are Trade Builders

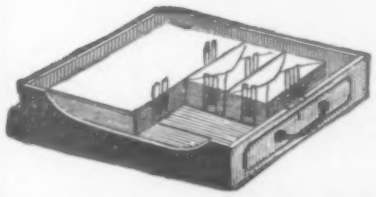
Carbon Papers both in the Hard and Sensitive Finish.

Write for Booklet and Prices. :: Samples on Application

THE BUCKEYE RIBBON & CARBON CO., Manufacturers

1017 Huron Rd. S. E. — Cleveland, Ohio, U. S. A.

Dixon's Adjustable Drawer Partitions



Readily applied, removed or adjusted to any desired position.

Four sizes—1½, 2, 2¾ and 4 inches high.

Price, 50 cents per dozen.

(Postpaid.)

T. P. & H. H. DIXON, 1312 Filbert St., Philadelphia, Pa.

Marca de Fabrica—"Princess"

C. H. DEXTER & SONS

Windsor Locks, Conn.

make PRINCESS COVER

Papers for Catalogues, and

STAR MANIFOLD LINEN

Papers for Carbon Manifolding in all its branches

THE MOST COMPLETE LINE

CARBON PAPERS
CARBON ROLLS
TRANSFER PAPERS
TYPEWRITER RIBBONS
STAMP RIBBONS
TYPEWRITER OIL
NUMBERING MACHINE INK

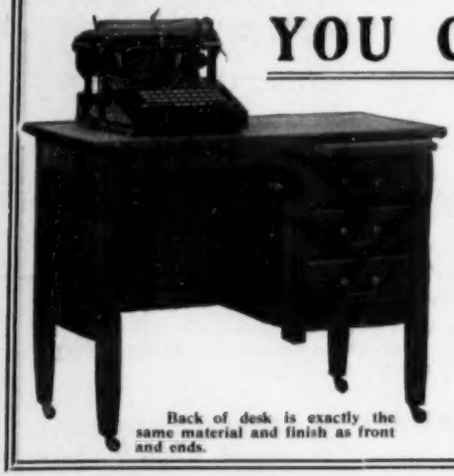
J. A. HEALE & CO.

MANUFACTURERS
The mark of quality

96 JOHN STREET :: :: :: NEW YORK, N. Y.

BIGGEST TYPEWRITER DESK BARGAIN ON EARTH!

YOU CAN'T BEAT IT



Back of desk is exactly the same material and finish as front and ends.

Here's a desk made of solid oak; golden oak finish; rubbed top; pulls and castors; 3 drawers 3 in. deep, 9 in. wide, 12 in. long; Slide 10 in. wide, 16 in. long; Top 18x32 inches; Height 27 inches.

STANDS UP OFF THE FLOOR

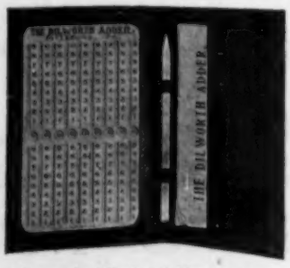
DEALERS You never have had such a bargain offered you on desks. Get the price and see for yourself.

Our **Folding Tables** are **Favorites** all over, both because of style, strength and PRICE.

FREE CATALOG TO TRADE

GEO. H. BLACK, Buchanan, Mich.

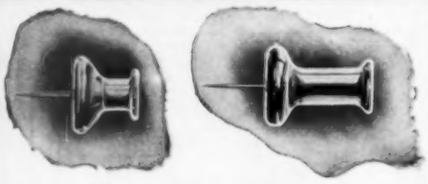
THE
Dilworth Adder
Price One Dollar



JUST THE SIZE OF YOUR POCKET BOOK

A practical **Pocket Adder** that saves tedious memorandum work, and is used to great advantage many times during the day. Sent postpaid for $1.00. Made of very durable material, is inclosed in neat leather case with full instructions. Has no mechanism and is operated with the point of a pen or pencil. Nothing like it on the market. Used for totaling miscellaneous items from books or bills, cross adding, trial balances, checking, etc. Saves all brain work in adding, and is practical, simple, compact and cheap. Capacity, $9,999,999.99.

DILWORTH ADDER CO.
1220 Fulton Building, PITTSBURG, PA.
Liberal discounts to dealers—Write for our attractive proposition



Moore Push-Pins
to hang things on

hold securely because the flat bearing surface of the head carries the weight. Support seven pounds. The needle-like point is tool-tempered steel, and the head is transparent glass. Almost invisible. PUSH it in; no hammering.

Either size, 10c half dozen, 20c dozen, at Stationery, Notion, House-furnishing, or Photo Supply Stores, or mailed prepaid.

Moore Push-Pin Co.
194 So. 11th Street, Phila., Pa.

KENOSHA TYPEWRITER COMPANY BANKRUPT.

Final and Unsuccessful Attempt to Put the Concern on a Paying Basis Results in the Institution of Receivership Proceedings, Thus Winding Up Business.

The involuntary proceedings in bankruptcy instituted against the Visible Typewriter Company in the United States Court at Milwaukee resulted in Carroll Atwood, a Milwaukee man, being named by Judge Quarles as receiver of the company. A great fight is expected among the creditors of the company for a division of the spoils, and attorneys both in Kenosha and Milwaukee have already begun the work of securing claims against the company in order to control the appointment of the trustee who will have charge of the settlement of the business of the defunct plant.

While the company had been in financial straits for many months it was quite a surprise when the creditors filed the involuntary petition in bankruptcy, as it is claimed as late as last Friday that the managers of the company were making plans by which a settlement of the affairs of the company could be made.

The petition for bankruptcy proceedings was signed by the Frost Manufacturing Company, of Kenosha, A. B. Newman and William O'Connor, of Chicago, the claims of the three petitioners amounting to a little over $500. In the petition it was claimed that the company had already committed acts of bankruptcy by the payment of claims of two creditors and that it was necessary to ask the United States Court to protect the claims of the other creditors.

A. E. Buckmaster, the attorney for the company, stated that he could not give out any detailed statement in regard to the company, its assets or liabilities, but he stated that the court had directed that the lease of the plant, made by the Earl Motor Company, be preserved by the receiver. Mr. Buckmaster would not state the exact amount of the liabilities of the company, but he admitted that they might be in excess of $100,000.

He stated that the assets of the company were the plant, the patents and the machinery and that they were very valuable. The outstanding accounts owned by the company are said to be of little value. There are about 150 creditors of the company and the amount of the claims varies from a few cents to $1,500.

The plant has been the one unsuccessful venture in the industrial world of Kenosha during the last ten years, and in that time more than half a million dollars has been lost by the various people who were managing the plant.

It was the stumbling block for C. H. Sieg, who made a large amount in the bicycle business and then lost it again in the same business. Then it passed into the hands of A. D. Meiselbach, who had been a king in the bicycle business and who lost nearly all the money he had made in bicycles in an attempt to make the typewriter business a success.

When Meiselbach found it necessary to take in new capital E. H. Bottum, the well known Milwaukee lawyer, became interested in the plant, and it is claimed that he lost $75,000 before he left the active management of the affairs of the company. The latest man to go into the company was C. E. Hughson, of Cedar Rapids, Iowa, who came to Kenosha two years ago and who is alleged to have put $50,-

000 into the business. Nearly all the money was lost in experimenting with typewriters, and the company never seemed to be able to reach the point where it was satisfied with the machine.

MINISTER INVENTS TYPEWRITER.

As a Side Line to Preaching the Typewriter Field Seems to Offer Great Possibilities —New Device Is a (Hot) Air Machine.

Inventions for the improvement of the typewriter is becoming fashionable as a side line for ministers. Rev. S. G. Nickerson, formerly pastor of Walnut Street Presbyterian Church, Evansville, Indiana, was the first to enter the field by inventing a machine for which he claimed many advantages and which he is now engaged in manufacturing.

H. J. Otto, pastor of the Christian Church at Princeton, Ind., is the newest minister inventor. He has perfected a pneumatic arrangement which may be attached to any typewriter in such a way as to so increase the speed that the operator merely has to touch the keys instead of pressing them when manipulating the keyboard.

Mr. Otto's air pump can be attached to the typewriters and manipulated in such a way that the rollers or platens are also controlled. He claims that pumps can be placed in the basements of large buildings, where a great number of machines are used and supplied with power by dynamos or attached to an electric light wire and given power.

He has calculated that the ordinary typewriter wastes miles of muscular energy every day. Basing his estimate that an ordinary three-inch stroke of a type bar consumes six inches he figures it out that in a letter of forty lines 16,800 inches are used up. By using his invention the ordinary key is pressed down only for the distance of one-eighth of an inch and in a letter of forty lines only 360 inches are used. He claims absolute perfection for his machine, which he has named "The Otto," and will manufacture and place it on the market.

EDISON TO HAVE NOVEL EXHIBIT.

Will Employ Giant Stereopticon to Announce Important Facts at Business Show as Well as Winners of Contests.

It is a well known fact that in addition to being the inventor and patentee of the phonograph and many other useful devices, Thomas A. Edison practically controls the moving picture machine business in this country, and is the patentee of a number of interesting devices along this line. At the National Business Show this concern will combine two departments of this extensive business and will throw on a screen projected by an Edison Machine important announcements and the names of winners of various contests. They occupy a space near the Underwood Typewriter and will use the gallery for the stereopticon.

Across the opposite end of Madison Square Garden will be stretched the huge screep, and on this they will flash moving pictures and information, thus adding a highly interesting feature to the big show. It is the purpose of the Edison Company to call attention to their Business Phonograph by this means, and it is expected that the feature will prove highly interesting.

PRECISION POSTAL SCALE
Capacity, 4 lbs. by ½-oz. Price $2.50

Why the TRINER Postal Scales

are the Only Positively Accurate and Scientifically Perfect Automatic Scales made.

BECAUSE — They do not show any variation, no matter where the article is placed on the platform, they register always correct.

They are constructed entirely of the best Cold Rolled Steel; absolutely no castings to break in transportation, and are handsome in design and finish.

Sold by all Leading Stationers.
If yours cannot supply you, we will prepay the Express charges.

TRINER SCALE & MFG. CO.
1255-57-59 West 21st Street, CHICAGO, ILL.

IDEAL POSTAL SCALE
Capacity, 2 lbs. by ½-oz. Price $1.50

"AS GOOD AS ANY—BETTER THAN MANY"

JOHN ALLEN & CO.

6 Howard Street, NEW YORK

Manufacturers of

Carbon Papers

¶ Typewriter, Pen, Pencil and Full Carbon.
¶ Guaranteed Non-smut.
¶ Long-lasting. Clean Writings.

Typewriter Ribbons

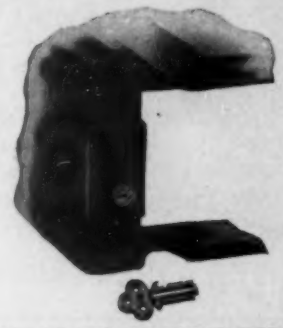
For all makes of machines. Will give best service and insure satisfaction to users.

Write for Samples and Prices

LISTEN TO OUR "TALE"

ALL YOU MEN WHO HAVE TO DO WITH TYPEWRITER AFFAIRS

The Security Current Ledger



SEPARATE LOCKING KEY
SECURE AGAINST TAMPERING

Do you ever have a call for "a ledger with a lock"? If so, remember the "Security," an end screw ledger of exceptional quality and merit. It is operated with the usual style expanding key, the locking key being entirely separate. If you are interested we shall be glad to send you full details.

Our new Catalog now in preparation, will be the most complete stationers' loose leaf catalog ever issued. A postal request will put you on the list for a copy.

STATIONERS LOOSE LEAF SUPPLY COMPANY

"Sells to the Trade Only"

342 Broadway, Milwaukee, Wis.
203 Broadway, New York City

"MARKWELL" TYPEWRITER RIBBONS

are made in ALL COLORS—copying and non-copying

FOR ALL MACHINES

The entire factory is devoted *exclusively* to the manufacture of Typewriter Ribbons—nothing else—just Typewriter Ribbons.

BI- and TRI-CHROMES PARTICULARLY RECOMMENDED.

DEALERS WANTED In All Countries

Plain or decorated metal boxes at the same price.

FRANK BAYER
Specialist in Typewriter Ribbons
22 North Williams Street NEW YORK

DEALERS—STATIONERS—AGENTS EVERYWHERE LOOK INTO

INK-OUT. It will remove those stains which ruin books and make hands unsightly. Does its work quickly and simply and without injury. Will instantly cleanse paper, linen, leather or the most delicate human skin.

INK-OUT is a powder. Keeps its strength in any climate and may be absolutely depended upon to remove almost any stain.

Especially useful to bookkeepers, clerks, druggists, photographers and housekeepers.

Price, 25 cents per Bottle

Each bottle good for 2,000 erasures. Sold by leading stationers and druggists everywhere.

Stationers and dealers wanted everywhere. We do a great deal of general advertising which is creating a local demand on you all. Be prepared to fill it.

THE ADNER LABORATORY CO. 5627 MUSGROVE ST. (DEPT. O.) PHILADELPHIA

TYPEWRITER REPAIRS

There is money in repairing. You can get your share if you have the parts. Our business is to supply them.
No. 10 Part Catalog mailed on request.
Editions in English, German, French and Spanish.

THORP & MARTIN CO.
BOSTON, MASSACHUSETTS

The AUTOMATIC

The Only Vertical File With Hinged Drop Front and Automatic Tilting Follower

It opens and closes like a book and as smoothly as a jack knife.
When Closed its contents are confined to the smallest possible space, vertically and under compression.
When Open its manipulating space is larger than that of any other file.
Not necessary to jam in your letters—drop them into place.
In looking for them all the writing will be in plain sight.
Shipped upon trial and approval at our expense as superior to all others or no sale.
Be sure to get our 1907 catalogues.

Roller-Bearing Extension Slides

PAPER and ENVELOPES

(By Special Correspondence.)

Austin, Texas.

The El Paso Paper and Stationery Company has been incorporated here for $40,000 by H. Y. Ellis, J. R. S. Davis and N. T. Sandfur.

Chicago, Ill.

The Bowes Investment Company has just concluded a 99-year lease of the ground at the northwest corner of Illinois and St. Clair streets for William M. Hoyt to the Samuel Cupples Woodenware Company and the Samuel Cupples Envelope Company of St. Louis. The lot has a frontage on Illinois street of 125 feet and a depth of 100 feet, on which the lessees will at once erect a six-story and basement mill constructed sprinkled building, costing $100,000, after plans and specifications by S. N. Crowen. The annual rental is $2,000, being 4 per cent on $50,000, or $400 a front foot for the Illinois street frontage. The lease is interesting, as it gives the lessees the option of calling upon the owner for a loan of 60 per cent of the cost of the building, at 5 per cent, payable in fifteen annual installments; or, of making a loan of 80 per cent of the cost of the building, the owner permitting the use of the fee as a part of the security. This is the second deal made by Mr. Hoyt on Illinois street this summer, both deals being negotiated by the Bowes Investment Company.

Colorado Springs, Colo.

For the purpose of taking over bank note paper plants in Colorado and Utah, Colorado Springs men have organized the Rocky Mountain Bank Note Company. Articles of incorporation have been filed with the county clerk. The capitalization is $100,000, divided into the same number of shares of a par value of $1 each. Plants in Denver, Pueblo, Salt Lake City and other cities will be taken over and operated by the company, which will conduct a general lithographing and electrotyping business. The business will extend throughout the two states named, although the principal offices will be in Colorado Springs. The incorporators are former Mayor H. C. Hall, C. M. Dennison, Jr., and Alfred S. V. Carpenter, who also compose the directorate, together with C. T. Fertig, Dunbar F. Carpenter, E. A. Sunderlin and Lloyd W. Bassett.

Des Moines, Ia.

The Des Moines Paper Company is figuring on securing more commodious quarters than it has at present at 113 West Court avenue. It is possible that the company will erect its own buildings. The company, which is composed of Messrs. Mensden, McEnery and McEnery, began business about a year ago. It is known that Mr. Mensden has made some investigation as to possible sites, and has three or four pieces of property under consideration. The company, if it builds, is likely to locate on the tracks.

Niagara Falls, N. Y.

Permission has been granted by Commissioners Ohrt and Traverse, to whom the matter was referred, for the building of a large pulp board plant on the site of the Acker Process Company. The plant is to be erected by the Niagara Pulp Board Company and an

expenditure of $100,000 is contemplated. Work will begin at once.

Terre Haute, Ind.

The J. R. Duncan Paper and Stationery Company has outgrown its present quarters on Wabash avenue, and is preparing to move. The business has arrived at such a point that the management feels it necessary to separate the wholesale and retail departments, and suitable quarters have been found for each. The wholesale department will occupy the old Pence building, consisting of three stories and a basement, at Second and Ohio streets, and the retail business will be carried on in the new Steen building on Ohio street. The move will be completed by November 1. J. R. Duncan moved his business here from Mattoon in 1882, and at that time occupied a room in the Hemingway block. In 1885 he moved his business into its present quarters. John Aikman has been the general manager of the business since the death of Mr. Duncan.

* * *

W. B. and G. Giles will establish a paper bag industry in Elkhart, employing fifteen hands at the start, converting a barn into a factory.

Washington, D. C.

Stamped envelopes supplied by the post-office department which bear a request to return are not to have anything appearing like an advertisement printed by the department, according to a new postal regulation now in effect. The new order states: "The sole object of the return card on stamped envelopes as printed by the department is to secure the return of undelivered letters to the writer, and any matter which is not in harmony with that purpose will not be permitted thereon." Such titles as "M.D.," "D.D.S.," "Rev." and "LL.D." will be printed on the envelopes only when they "are clearly for the purpose of identification and not for advertisement." Where the name of a branch office or department of a business house is to be used the postmaster by whom the order is sent "must explain in writing the necessity for adding it." The postmaster is held liable for errors in printing which are due to illegible or incomplete copy.

Wilmington, Del.

A strike is on at the American strawbord paper mill in Wilmington. Twenty-six men are out on a strike and refused to work any longer for $1.50 per day. The demanded $1.75. The men are very orderly and no trouble is anticipated. The men that struck are the laborers and do not include the skilled workmen. It is hoped that a peaceful settlement may be affected with the men. The men are all residents of that city and they and their families are depending on their days' labor for their support.

Wheeling, W. Va.

George J. Rine, the manager of the Harvey paper mill, was caught in one of the belts of a large machine in the plant and badly hurt. One arm was broken and his head was badly bruised. Physicians were summoned and the injured man was removed to his home. He is resting quietly and hopes are had for his recovery.

Worcester, Mass.

The New England Envelope Company, Eden street, has increased its capital stock from $25,000 to $40,000. The additional stock has been paid for in cash.

Typewriters To the Trade Only

Large assortment of all makes, in the rough or repaired, at lowest prices for cash.

Orders promptly filled. Write to-day for prices on machines wanted.

B. D. UNDERWOOD TYPEWRITER EXCHANGE

92 LA SALLE STREET, CHICAGO, ILL., U. S. A.

Pen Carbon LETTER BOOKS

Pen Carbon BILL BOOKS

The largest and most complete line of Carbon Papers and Typewriter Ribbons to be had. Write for samples and prices.

Send all orders to

DITMARS-KENDIG CO., Sole Manufacturers, 147 Centre Street, NEW YORK

The MEAD STATIONERS' STAMPING PRESS

Is used by nearly ALL PROMINENT STATIONERS for producing

FINE ILLUMINATED STAMPING

For this work it is unequalled because of its unusual CONVENIENCE—ACCURACY—DURABILITY

These presses are made of Best Material and Workmanship

LEADING FEATURES:

Space back of die; long, straight bearing of slide; nut cut from solid casting; low point of contact of end of screw; positiveness of reversing of die and counter, and volute spring. **No adjusting to keep in working order.** Presses I built 36 years ago are still in good working order.

Small Size will Stamp Dies 1½ in. square or 1 x 3 inches
Large Size will Stamp Dies 2 in. square or 1½ x 4 inches

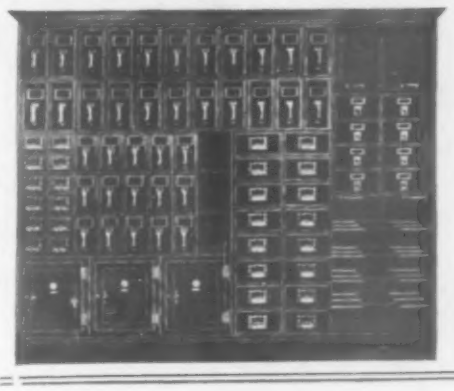
WRITE ME FOR MORE COMPLETE DATA

A. G. MEAD, Machinist, 364 Atlantic Ave., BOSTON, MASS.

Originally Designed in 1868

Not Expensive but Very Good

Steel Filing Devices



We make a complete line of steel office furniture and will be pleased to send catalogues and price-list upon request. ¶ Our Vertical Letter File Sections cost the same as corresponding grade of wood cabinets and never shrink, bind or warp. Send for special circular.

Krag Imperial Cabinet Co.

816-822 Fulton St., CHICAGO, ILL.

INKS and MUCILAGE
AT WHOLESALE

¶ PUT YOUR OWN NAME ON THE BOTTLES. Every time you sell a bottle of ink *who gets the advertising, you* or the man of whom you bought the ink? If the maker didn't think it was worth something to have his name there, *he* would never have gone to the expense of printing the labels.

¶ WHY DON'T YOU GET YOUR NAME ON THE BOTTLES and derive the "come back" benefits from every sale you make? *Advertise yourself.* Armour & Co., Illinois Steel Co., Marshall Field & Co., Western Electric Co., they *all* use our ink. We tell you this just to prove that our inks are O.K.—for they use only the best of everything.

¶ WE WANT A GOOD DEALER IN EVERY CITY to sell "Pierce Inks" under his own name and label. Write for our *Special Proposition* which means 100% more profits on ink than you now make. Our name appears nowhere on the bottle.

PIERCE MANUFACTURING COMPANY — *Factory, 69-75 Wells St., Office, 906 Hartford Bldg.* — CHICAGO

Note Change of Address

We have completed our new factory at New Brunswick, N. J., and moved our New York office to 35 Warren Street.

Write for samples of our new goods.

PEN-CARBON MANIFOLD CO. Inc.

A "TRY" means A "BUY"

To the Trade: Write for Sample Today.

A chunk of glass with a cavity in it is not an ink-well—not by a long way.

The Sengbusch Self-Closing Inkstand

is not an ordinary kind but THE MOST PERFECT AND PRACTICAL INK STAND EVER MADE. Prevents blots, trouble, worry and waste.

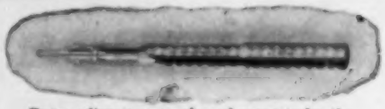
Uniform Dip

Self closing; self adjusting; non-spurting; non-evaporating; DUST PROOF and CLEAN

Fully half the ink sold either evaporates or is spoiled by dust, because of poor inkstands

LIBERAL DISCOUNT TO THE TRADE

The Sengbusch Self-Closing Inkstand Co.
510 Montgomery Bldg., Milwaukee, Wis.
New York Office, 608 Broadway.



Responding to a number of requests for the
Hall Fountain Wheel Pen
which I advertised for a short time 18 months ago (and discontinued owing to illness and necessity of change of climate), have decided to again take up the sale of this pen by mail order only, eliminating entirely the dealers' and agents' profit, making the price one-third less in consequence. This pen has the appearance of a $3 fountain pen, uses a wheel instead of the ordinary pen, rules three distinct and separate lines—No. 1 a fine line, No. 2 a broad heavy line, No. 3 a broken dash line. It will only cost you a postage stamp to find out more about it and the opinion of some people who are using it. I may add that the pen is even better than before; won't leak or soil the fingers, ruler or desk. New price, $1.00 complete, postpaid, including No. 1 wheel point. Other wheel points 25c each. Your money back if you want it.
A. HALL & CO., Sole Mfrs., P. O. Box 347, Los Gatos, Cal.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

WASTE PAPER OF BIG VALUE.

Writer in "Building Management" Has Figured Out What It Means to Chicago Alone and Estimates that Fortunes are Found In Waste Baskets.

Few people appreciate the value of waste paper. Think over these figures which have been carefully compiled by T. C. Moody, assistant manager of the Pioneer Paper Stock Company, a firm which deals largely in this kind of paper.

He estimates that half a million dollars worth of old paper is taken from the waste baskets in Chicago office buildings each year. This figure represents the value of the waste basket product before it has been converted into new paper, a process by which its value is increased greatly. He also says that Chicago waste baskets are relieved of 300 tons of old paper every night. And for all of this paper the owners of the office buildings are paid all the way from 35 to 50 cents per 100 pounds.

Waste paper is no inconsiderable item in the receipts of Chicago office buildings. In some of the larger down-town structures as much as $20 a day is realized from the waste baskets. The paper stock companies, of which there are a score, pay the building agents or the janitor an average of 40 cents for each 100 pounds of this paper, and some of the agents who burned the contents of the office waste baskets a few years ago are complaining because they can't get more for it than they do.

The waste paper is gathered up each night by the janitors and scrub women, who store it in gunny sacks. It is then taken to the basement, and from there it is loaded on the wagons sent around each day by the paper stock companies and taken to their respective warehouses. After that it is packed into bales weighing half a ton each and sent away to the paper mills of Wisconsin and Michigan. The industry supports about 4,000 men.

Makes New Paper.

The principal use that is made of waste paper is to convert it into new paper of the cheaper grades. It first is sorted when it reaches the mills and after that it is washed. A chemical treatment reduces it to uniform color and from that condition it is worked mechanically into various grades of wrapping paper, from the kind used by druggists to the heavy brown sheets in which the butcher sends out his meat to his customers. Some of the best of the waste basket product can be made over into the cheaper grade of writing paper, but it has to be exceptionally good to make this possible.

Aside from converting waste paper into a new product it has a few other uses. Some hat makers have learned to convert the paper pulp into a felt-like material that makes a fairly serviceable hat. By submitting the old, worked over paper to a high hydraulic pressure, it can be made into a near leather that will wear well enough until the rain strikes it. Paper leather, glossed over with a liberal coating of shoe polish, makes footwear of highly deceiving appearance, as many a purchaser has found out to his sorrow.

Fifty wagons are required to collect the waste paper of the Chicago office buildings. Usually the rounds are made at night, although some of the wagons make daylight trips. The most liberal patrons of the waste paper gatherers are the railroad offices and the waste baskets of the La Salle street station, in which several lines have their head-

Too Busy!

We are too busy making and selling

"SMEARLESS" Carbon Papers

AND

"WEAREBEST" Typewriter Ribbons

to write ads. or attend the Business Show.

Ask for Samples and Prices.

Vacuo-Static Carbon Company

601 Platt St., Rochester, N. Y.

Smith's Adjustable Index Tags

Save 20% of a bookkeeper's time

Description:—Steel clips enclosed in leather tabs, on which any inscription may be written or printed. They can be instantly slipped on a leaf or card, and hold with a vise-like grip, without tearing or marking the leaf. They can be quickly removed to another page or to a different book if desired.

PUT ON easier and quicker than any other index tag, and they hold tighter.

No Loose Parts to be misplaced, lost or pushed out of place by adjoining leaves.

The most satisfactory Index Tag both for the consumer and the dealer.

A more complete line than any other index tag, making it easier to satisfy the customer. And the stationer gets the benefit of the full-page advertisements which we have every month in "System" and "The Business Man's Magazine."

A phabet 382
14 other Alphabets in stock.

Tag to Write On
6 other sizes in stock.

Alphabet 103
14 other styles in stock.

Write for Stationery Trade Circular.

Dept. L. Chas. C. Smith, Mfr., Exeter, Neb.

quarters, yield enough old paper at the end of each day's work to make several wagon loads.

Aside from the office buildings, the paper stock companies get a good deal of paper from the printing houses and the book binderies. This is the best grade of waste paper obtainable and is equal in quality to some of the best white paper made. It is all in odds and ends, however, and the working over process detracts from its value.

From the newspaper offices the paper stock concerns secure old and returned papers. These are converted, along with the waste basket product, into wrapping paper of various grades and into pasteboard boxes for which there is always a great demand.

Of course the managers of the larger buildings give this item attention, but the managers of the smaller buildings that have a comparatively small amount of waste paper, in many cases burn it in their furnaces. It would be well to investigate this, as anything which can be turned to a profit is of value.

OLD BOSTON BOOKSTORE MOVES.

Had Occupied the Same Stand for Half a Century and Become Nationally Prominent, When Determination Was Reached to Take Larger Quarters.

The year 1856 saw the beginning of a modest bookstore in the archway leading to the old Marlboro Hotel on Washington street. This soon became a favorite resort for book buyers, especially those who loved to "browse around" among old and rare volumes.

In the late seventies, the old Marlboro Hotel was torn down, and the store then and since known as the Archway Bookstore was moved to 365 Washington street, where it has now been located for thirty years. In 1880 it came into the possession of the present owners, Messrs. DeWolfe and Fiske. The business soon grew to large proportions and Boston's Archway Bookstore became famous throughout the country.

Finding their old quarters entirely inadequate for their extensive business they have taken a lease of the building at 16-20 Franklin street, a few yards from Washington street, and adjoining the new subway station. Here, in a large, well lighted, handsomely furnished store, Messrs. DeWolfe and Fiske feel justified in claiming as fine a display of books as in any store east of New York.

A novel and attractive feature of the new store is the arrangement of the stock by classification, so that any one interested in a special line of reading will find hundreds of books on every phase of the subject massed together where they can be easily examined. This plan has been successfully adopted in other cities, but is novel on so extensive a scale in Boston. It is sure to prove a great attraction to book lovers.

The firm will also continue the feature which for fifty years has made the Archway Bookstore famous, the display of low-priced books, both new and second-hand, publishers' remainders, odd lots, etc., as well as all the new and standard books, all at prices, as in the past, at the lowest possible point. A cordial invitation is extended to all to call and see the new store and look over the stock.

At the age of 21 most men are too young to realize that they don't know it all.

"Just Read the Dial" Pelouze Postal Scales

Designed for

Office, Store and Home

Warranted Accurate

National	4 lbs.	$3.00
Union.	2½ lbs.	2.50
Columbian	2 lbs.	2.00
Star	1 lb.	1.50
Crescent	1 lb.	1.00

Mail & Exp.	16 lbs.	$5.00
Commercial	12 lbs.	3.75
U. S.	4 lbs.	2.50
Victor	1½ lbs.	2.00

"They tell everythig at a glance"

In addition to giving the accurate weight by one-half ounces, they tell instantly the exact cost of postage in **cents** on all classes of mail matter.

The index starts at the top and travels through a slot, pointing exactly to the information required.

You don't have to stoop to read the dial, as in other makes.

"They save time and stamps"

For sale everywhere by leading stationers and hardware dealers.

Insist on getting the **Pelouze** make and you will have the best. If your dealer cannot supply you, order direct.

Send for Catalogue "P"

PELOUZE SCALE & MFG. CO.

118-130 W. Jackson Boulevard

CHICAGO

The Marvelous Success

of the Banner Ledgers (as yet unapproached by others as to value) has induced us to surpass all former efforts in producing

THE BANNER ALUMINUM BACK LEDGER

This book is the concrete expression of advanced knowledge of the world's Master Loose Leaf Binder Constructors and *absolutely excels in quality* and *lasting power* any *ledger built*—no matter what its reputation—no matter what its price. It has been built regardless of material cost to exemplify the possibilities of advanced loose leaf ledger mechanics.

The Nelson Corporation

191 Fifth Avenue **CHICAGO**

Make and Sell to The Stationery Trade Only

Over 100 reasons why they should be used.

Dealers:—There is no other one specialty that will pay you as handsomely as the

North American Typewriter Backing Sheets

An absolute necessity with all typewriters where clear neat writing is an object. As essential to the writing machine as a pad or backing is to a printing press. It will sell in every office. Most liberal discounts ever given on a patented, fast selling specialty. **Retails at $1.00 per doz.**
Extra inducement: Express paid on all orders placed in July. **Send at once for sample and prices.**

The North American Supply Co.
Long and High Streets **Columbus O., U. S. A.**

We Want Dealers

everywhere for our

"Republic" Carbon Paper and Typewriter Ribbons

the latest and best goods placed on the American market

Send for details of exclusive agency and full line of samples

DO IT NOW

Republic Ribbon Carbon & Mfg. Co.

(Bona fide Manufacturers)

180-182 Centre Street, NEW YORK, N. Y.

AMONG The DEALERS

(By Special Correspondence.)

Toledo, O.

In order that its manufacturing business may be pushed to its fullest capacity, the Newton-Rotherick Manufacturing Company, will discontinue the stationery and office supply branch at once. The entire stock of office furniture and accounting supplies will be closed out at 218 Superior street it is expected by November 1. The company has been engaged in the manufacture of carbon papers and typewriter ribbons for the past ten years in Toledo and already it is doing a large jobbing business throughout the United States and extending to foreign countries. Three years ago the supply department was established and it has figured conspicuously in that line in Toledo. A step forward into the larger field of manufacturing is the incentive that has brought about a departure from the retail business of general office supplies.

Topeka, Kansas.

The Wilson Office Supply Company has been incorporated at 107 West Sixth street, Topeka, Kansas, and start out with the agencies for the L. C. Smith & Brothers Typewriter and several other office devices, and will add more specialties and appliances as they may be secured. Joseph C. Wilson is the sole owner and has a cash capital of $2,000. Mr. Wilson is the son of Jos. C. Wilson, Sr., deceased, and from all reports Mr. Wilson is in an excellent financial condition, having furnished the Library Bureau with sufficient credentials to open an account with that firm as their local agent, whom he will represent in addition to the typewriter firm.

Chattanooga, Tenn.

E. M. & W. G. Wight (not Wright), of Chattanooga, have purchased the entire assets of the L. B. Graham Company, and have reorganized under the name of Wight Brothers Company, and will continue the business at the old location, retaining substantially all the agencies and handling the same lines of goods as formerly. W. J. Aird, former manager and secretary will no longer be interested or connected with the company, as indicated elsewhere.

Kansas City, Mo.

The Business System Store of The Joseph A. Raach Office Equipment Company, at 917 Walnut street, Kansas City, are sending out a very beautiful piece of advertising matter in the shape of picture blotters, that would indicate that the business was progressing very nicely. This firm make a specialty of all kinds of office and labor saving devices, such as typewriter, duplicators, loose leaf devices and the like.

Birmingham, Ala.

The Office Appliance Agency, with S. M. Hanby as manager, and located at 2009½ Second street, Birmingham, are getting ready for an extensive agency business, and are now representing the Royal typewriter, Egry automatic registers and LeFebure ledgers, and will take on other specialties from time to time.

Terre Haute, Ind.

(By our special correspondent.)

The moving of McKeen's National Bank from its present location at Sixth street and Wabash avenue, to Seventh street and Wabash

MONEY MAKING LEADER

FOR STATIONERS

THE LEWIS NOTE BOOK HOLDER

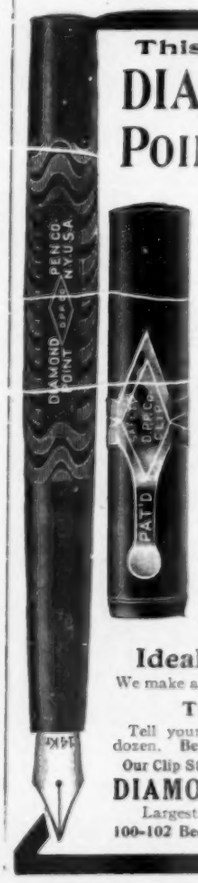
No Vibration—Book held securely.
Folds up and acts as Knee Table.

VERY HANDSOME
HIGHLY ENAMELED SHEET METAL
EASY SELLER

ONLY $1.00 RETAIL

Write for circular and large discounts

W. CARY LEWIS & CO.
84 Adams Street, CHICAGO.



This is Our No. 50

DIAMOND POINT PEN Best Moderate Priced Pen Made

WE GUARANTEE IT
Every Pen Fitted with our
PATENT SAFETY CLIP
(Patented Feb. 26. 1907)
which prevents rolling off of desk or falling from Pocket.

This Shows

The Clip

Extra Large and Heavy 14 kt. Solid Gold Pen and very large full Chased Barrel. $1.00 EACH. Exact size of No. 50, "Safety Clip" Fountain Pen.

Ideal DEALERS' Pen
We make a price on it of only $7.50 Dozen

TO THE TRADE
Tell your Jobber to send you a sample dozen. **Better Price on Gross Lots.**
Our Clip Stays On—Won't Stretch or Bend.

DIAMOND POINT PEN CO.
Largest Manufacturers in the world.
100-102 Beekman St. NEW YORK

We are manufacturing
a complete line of

Carbon Paper and Typewriter Ribbons

but consider our

PEERLESS BRAND

THE BEST ON EARTH

Write for samples and if you order we will know that you agree with us—and we think you will.

We have a good proposition to make to enterprising dealers and it will only cost you two cents to obtain full particulars.

Agents Wanted in all Countries

The Carbon Paper & Ribbon Mfg. Co., Ltd.

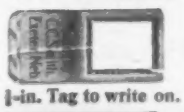
Factory and Office
34 Adelaide St. West, TORONTO, CANADA

Smith's Adjustable Index Tags
"SAVE 20% OF A BOOK-KEEPER'S TIME"

An Index always on the page you are using — can be instantly moved from page to page.

For Loose Leaf Books

These indexes are far superior to any other. They save the space usually taken by index leaves, and can be instantly changed from one leaf to a new one when desired.



¾-in. Tag to write on.

¾-in. Tag to write on.

Our Special Circular to Stationers will interest you. It explains how you can, with a very small investment, add a profitable line to your stock.

Write today on your letter-head

CHAS. C. SMITH
Manufacturer
Dept. L.
EXETER, NEB.

Alphabet No. 103.
14 Other Alphabets in Stock.

avenue, has necessitated a number of changes and it has been known for some time that the J. R. Duncan Paper and Stationery Company would give up one of their rooms to accommodate one of the firms moving out of the rooms to be occupied by the bank. However, somewhat of a surprise was created when the firm announced its intention of leaving its present location at 660 and 662 Wabash avenue. One of these rooms will be occupied by the J. S. Madison drug store.

The Duncan Company will move its retail business to the west room of the A. J. Steen building, the east room of which is now occupied by the W. W. Kaufman grocery, and Mr. W. J. Carbee will be in charge. This is a new building recently erected on Ohio street, and is considered a good location, especially considering the increase of business on this street. J. B. Aikman, president of the company noted this fact in selecting this site.

The wholesale business will be transferred to the Pence building at Second and Ohio streets. This is a rather old building, but is large and commodious and will give the company plenty of room for its rapidly increasing business. Mr. Aikman will take personal charge of this branch of the business.

By this move the company will be enabled to separate the two branches of the business which were formerly both handled in the same room. This will be a great convenience. Arrangements are being made at once to remodel the rooms to suit the business and install the fixtures. The company expects to be located in its new home by November first.

The company has taken ten year leases on the new locations as it is expected that they will afford ample accommodations for the business, although it may grow to double its present amount.

J. R. Duncan founded the company in Mattoon, Ill., a number of years ago, and moved the entire business to this city in 1882. Three years later the concern moved to its present location. The business has grown to be several times the size of the small beginning in the Illinois town, and today it is the largest wholesale house handling these goods. All kinds of stationery, office furniture and equipments are handled. The officers of the company are J. B. Aikman, president; Julia R. Duncan, vice president; William J. Carbee, secretary. Mr. Aikman has been president since the death of J. R. Duncan.

Mr. Aikman is also president of the Duncan & Kingsolver Hide and Scrap Iron Company on Wabash avenue between First and Second streets. By this move he can also be in closer proximity to all the business.

MACHINES SEND VOUCHERS.

Pension Office Receives Electrical Contrivances for Addressing and Folding Checks.

Machinery costing more than $5,000 has been installed in the Milwaukee pension office to fold the 50,000 vouchers sent out quarterly, to cut the papers, and to seal and address the envelopes. Some of the machines handled 6,000 envelopes an hour. Despite the time saved by the machines it has been necessary to retain all of the clerks because of the increase in the number of pensioners who receive their vouchers through the Milwaukee office. Electrical machinery is being given to all of the pension offices.

"RIGHT-IN-SIGHT" COPY HOLDERS

have a joint flexible arm as pliable as your own arm, so you can adjust copy to any position or angle.

Retail $2.50

You can use them with any make of Typewriter or Adding Machine, or even Elliott-Fisher Billing Machines, at any height or any angle. Shield will hold Copy Books, Loose Sheets, Cards or Books with Stiff Covers.

HAS PERFECT LINE INDICATOR
Saves Eye-Strain—Increases Efficiency

Spacer, 25 Cents Extra

The IDEAL Copy Holder for schools teaching "touch system" work; promotes confidence in keyboard by hiding it, yet does not obstruct view of work.

Some of our dealers and agents have equipped whole city, county and state offices.

DEALERS Write For Our SPECIAL TERMS TO THE TRADE

A BIG MONEY MAKER FOR CANVASSERS

COMBINED TOOL COMPANY Leominster Mass.

Chichester Typewriter Chairs

are Favorites with the

DEALER

because they please the

Consumer

They please the consumer because

"THEY FIT THE BACK"

If you sell Typewriter Chairs, get our Catalog. Shows our Full Line of Patent Adjustable Back Chairs.

Chichester Bros. Chair Co.
13 Elizabeth Street, New York

COMMERCIAL STATIONERS' SECTION OF "OFFICE APPLIANCES"

REVIEWING the Field of Specialties, Staples and other Office Supplies of particular interest to the Commercial Stationer.

GUIDING the modern Stationer in the sale of office appliances. Showing how to successfully handle such and other goods of the trade.

Why Not a Committee on Appliances?

This Important Branch of the Business Was Entirely Disregarded When President Kennedy Made His Appointments for the National Association.

Although there is no branch of the Commercial Stationery Business that is so important in the amount of money invested, business transacted, people employed or necessity to the general business situation as the office appliance business, yet it is a notable fact that when President William J. Kennedy of the National Association of Stationers and Manufacturers of the United States, made his appointments of committees after his recent election at St. Paul, he totally disregarded this important department.

It appears from all that has gone before, that this department has been neglected by the Association entirely and upon every occasion. The fact that it is so important and that in every one of its details it is head and shoulders above all other departments does not seem to have made any impression on the National officers for this department of the commercial stationery business is totally without representation anywhere along the line.

It would appear that as a reasonable proposition, that the National Association should do something to redeem itself in the eyes of the public, and those engaged in the business, and take steps to correct the error that it has made in not officially recognizing this branch of the business and giving it a place along with the other departments. It is woefully evident that either the subject has never been seriously thought of or purposely disregarded, for the department of office appliances could hardly have been said to never have been called to their attention.

List of Committees Appointed.

A careful search through the following list of committees appointed by the president confirms the allegation that no committee or official recognition was given to this department. The list is printed below and is official, as it was forwarded from the office of the secretary in a letter over his signature. Herewith is reproduced the wording of the formal announcement of the appointment of the committees together with the official list:

The Office Appliance Co., 303 Dearborn St., Chicago, Ill.:

St. Louis, Mo., Sept. 9, 1907.

Gentlemen:—I enclose herewith a complete list of Committees appointed by President W. J. Kennedy, to serve the National Association of Stationers and Manufacturers of the United States, for the coming year. Trusting you will give the list the proper publicity, I am.

Yours truly,

JAMES T. LACEY, Secretary.

Executive Committee—Wm. J Kennedy, Kennedy Staty. Co., St. Louis, Mo.; Chas. A. Stevens, Stevens, Maloney & Co., Chicago, Ill.; Chas. H. Mann, Wm. Mann Co., Philadelphia, Pa.

Convention Committee—Abner K. Pratt, J. L. Fairbanks & Co., Boston, Mass.; Frank W. Bailey, Thorp & Martin Co., Boston, Mass.; Samuel Ward, Samuel Ward Co., Boston, Mass.

Program Committee—Millington Lockwood, M. Lockwood Co., Buffalo, N. Y.; Wm. S. Gilkey, The Brooks Co., Cleveland, Ohio; Emil Berlesheimer, Eagle Pencil Co., New York.

Committee on Blank Books—Chas. H. Mann, Wm. Mann Co., Philadelphia, Pa.; Wm. H. Kistler, Kistler Staty. Co., Denver, Colo.; Wm. B. Boorum, Boorum & Pease Co., Brooklyn, N. Y.

Committee on Paper and Envelopes—John Brewer, H. K. Brewer Co., New York; J. D. Havens, J. D. Havens Co., Kansas City, Mo.; Wm. A. Pike, Eaton Hulbut Co., Pittsfield, Mass.

Committee on Files and Office Furniture—Henry E. Von Wedelstadt, H. E. Wedelstadt Co., St. Paul, Minn.; Jas. A. Dorsey, Dorsey Printing Co., Dallas, Texas; O. H. L. Wernicke, Macey Co., Grand Rapids, Mich.

Committee on Hardware and Glassware—M. D. Rider, M. D. Rider & Co., Chicago, Ill.; E. H. Clarke, E. H. Clarke & Co., Memphis, Tenn.; Preston Pond, Dennison Mfg. Co., New York, N. Y.

Committe on Inks and Mucilage—Chas. E. Falconer, Falconer Co., Baltimore, Md.; N. J. Jacquin & Co., Peoria, Ill. Wm. Rodiger, Sanford Mfg. Co., Chicago, Ill.

Committee on Pens and Pencils—John A. Schlener, John A. Schlener Staty. Co., Minneapolis, Minn.; Theo. L. C. Gerry, Murray & Gerry, New York, N. Y.; Louis Reckendorfer, American Pencil Co., New York, N. Y.

Committee on Loose Leaf Devices—Geo. M. Courts, Clark & Courts, Galveston, Texas; R. P. Andrews, R. P. Andrews Paper Co., Washington, D. C.; Ralph B. Wilson, C. S. & R. B. Co., Chicago, Ill.

Committee on Leather Goods and Novelties—Willis P. Whiting, Whiting Staty. Co., Buffalo, N. Y.; Chas. H. Marshall, Wm. H. Haskins Co., Philadelphia, Pa.; Chas. S. Kiggins, Kiggins & Tooker Co., New York, N. Y.

Commitee on Rubber Stamp Goods—Frank Dameron, Dameron-Pierson Co., New Orleans, La.; Robert W. Ewing, Roberts & Son, Birmingham, Ala.; J. H. Williams, U. S. Playing Card Co., Cincinnati, Ohio.

Committee on Miscellaneous Items—S. S. Cope, Jr., Omaha Printing Co., Omaha, Nebr.; A. B. Pembroke, Pembroke Staty. Co., Salt Lake City, Utah; J. B. Irving, Irving-Pitt Mfg. Co., Kansas City, Mo.

Committee on Credentials—D. S. Sperry, Brown, Tracy & Sperry Co., St. Paul, Minn.; A. A. Belnap, Tower Mfg. and Novelty Co., New York; Jas. C. O'Donnell, New Orleans Stationers Club, New Orleans; F. W. Palmer, Levison & Blythe Mfg. Co., St. Louis, Mo.; Sam Mayer, Jos. Dixon Crucible Co., Monadnock Bldg., Chicago, Ill.

Committee on Year Book—Chas. A. Stevens, Stevens, Maloney & Co., 143 La Salle street, Chicago, Ill.; R. D. Patterson, Buxton & Skinner Staty. Co., St. Louis, Mo.; W. D. Bevin, Boorum & Pease Co., Brooklyn, N. Y.

No Appliance Committee.

Upon reading over the list it occurred to Mr. George H. Patterson, publisher of the magazine of Office Appliances, that the office appliance business was entitled to some recognition and he thereupon wrote a letter to President Kennedy, which is reprinted below, calling his attention to the oversight and asking that proper consideration be given this important subject. This letter contains a great deal of valuable information regarding the situation and is a strong argument in defense of Mr. Patterson's views in the matter.

303 Dearborn St., Chicago, Ill.
Sept. 10, 1907.

Mr. William J. Kennedy, President The National Association of Stationers and Manufacturers of U. S. A., St. Louis, Missouri:

My Dear Mr. Kennedy—I have just received a communication from your Secretary, Mr. James T. Lacey, together with a list of the Committees appointed by you for the coming year, covering the various lines of trade in which the Stationer of this country is interested. However, there is one department of the business that has been overlooked by you, in making these appointments, and at the same time overlooked by the Association in convention recently at St. Paul or in previous meetings.

My observations as an outsider, although publishing a trade paper covering the stationery field, has led me to believe that the officers in the past have neglected the one department in question more from the fact that they were unacquainted with its value and importance among the trade, for the reason that in the past the officers have been members of a city and community where the department was handled by others, in most cases, other than the stationers.

I refer to the handling of office appliances and specialties, such as typewriters, adding machines, time recorders, folding machines, bank specialties, etc.

New York City, Chicago, Philadelphia, St. Louis and some few of the other cities, the stationers located there are NOT INTERESTED in these lines AT THE PRESENT TIME, although I predict that they will be in time, aside of a few of the larger cities, which have, in the past supplied most of the officers of the Stationers' Association, these goods are handled by commercial stationers, and even in your own city of St. Louis may be had in one or two stores who make a big bid for the Typewriter and office appliance trade, and as one goes into the smaller towns he will find that the Commercial Stationer is the only one who IS INTERESTED in these things.

As a matter of citing the importance of these things I can cite a sale made last October with one Commercial Stationer, made with a certain typewriter company covering a period of five years, for $82,000 worth of typewriters, and the dealer (The Commercial Stationer) is living up to his contract.

How many stationers are there who are making contracts for $82,000 worth staples, with a profit of from 25 to 40 per cent?

As a further evidence of the value of having a Committee appointed to ascertain the importance of a department covering office appliances and specialties, I will take the list of names furnished by Mr. Lacey and make mention of their interest in these things as they come to me without referring to records.

Frank W. Bailey, Boston. At the head of the Thorp & Martin Co., one of the largest dealers, RETAIL AND WHOLESALE, in Typewriters and Typewriter Parts in the World, doing an International Business.

Millington Lockwood, Buffalo. One of the most active agents for the Hammond Typewriter.

Wm. H. Kistler, Denver. Agent for the Elliott-Fisher Typewriter Co., and many other office appliances. A good one.

J. D. Havens, Kansas City. Agent for the Elliott-Fisher Co. Typewriter.

James A. Dorsey, Dallas. Agent for the Densmore Typewriter and many other office appliances and devices—possibly the largest dealer of these things in the South.

E. H. Clarke, Memphis. Agent for the Smith Premier Typewriter Co. and handling many other devices.

Geo. M. Courts, Galveston, Agent for the Oliver Typewriter, etc.

S. S. Cope, Omaha, Agent for a Typewriter Co. and maintaining one of the best typewriter departments in their city.

A. B. Pembroke, Salt Lake City. Make a specialty of the typewriter and office device business.

D. S. Sperry, St. Paul. Agents for the Oliver Typewriter Co.

A. A. Belnap (Tower Co.), New York. Agents for the Franklin Typewriter Co.

In this list I have only mentioned a few whose names appear among the committee, but should I take the list of members of the National Body I could mention a larger majority interested in these devices than those who are not.

Since my visits to the stores of the gentlemen mentioned above many of them have added an adding machine agency and other devices that are making them more money than any staple ever handled by them.

In the past the only fault has been with the Commercial Stationer, was his inability to secure proper managers for these specialties, but as this goes on young men are being educated up to the point of handling these departments in a Commercial Stationer's store with much credit.

The writer is well acquainted with a majority of the better commercial stationers of this country, and from my personal visits to their store I have discovered that they were much interested in these things—such as typewriters, adding machines, folding machines, cash registers and the like, but that

many of them HAD BEEN STUNG, and not so much this STINGING the fault of the manufacturer offering the agency, but in the inability of the agency to secure a proper person to handle the department.

The manufacturers have awakened to this fault and are gradually educating young fellows for such positions, and in time the writer predicts that every commercial stationer will be handling typewriters, adding machines and the mechanical devices for an office. This will come about if from no other reason than the inability of the manufacturers to handle their own business through branches—due to competition, and the commercial stationer is the PROPER PERSON to handle these things, and the most natural one to whom the business world looks for these things when in need.

This declaration and the reason of it is the secret and real cause for the success of the paper called "OFFICE APPLIANCES," which I am producing. Commercial stationers are after bigger game and bigger returns, and they are finding them among the office appliances rather than the staples. I should be pleased to correspond with you, Mr. Kennedy, upon this subject, and will discuss further the means and ways for the better handling of these things for the betterment of the commercial stationer. Wishing you all the success in the world with your work for the good of the association, I remain,

Yours very truly,
GEORGE H. PATTERSON, Publisher.

Most Important Department.

The department of office appliances in the commercial stationery field is, without a doubt the most important single department that exists. It is the one where the largest aggregation of capital is tied up and where the most money is being made for those engaged in it. It is that section that has in the past proved the most productive for both the retailer and manufacturer and will continue to increase in importance as time goes on.

True enough, the distinguishing line that divides the office appliance business off from the other lines in the field has been distinctly defined but recently. Previous to the holding of the National Business Show and the time when the office appliance business really came into its own, the line was really a part of the stationery stock and was given but little attention. With the acquiring of new ideas, and the fresh start that business methods have taken within the past three years, this has become not only a separate and distinct section of the commercial stationery business, but has become a separate business by itself.

The National Association is a progressive organization, the principle of which is to keep just a little in advance of the procession in order that the members of it may be informed all of the time as to what is new and what constitutes progressiveness. Yet, progressive as this organization is supposed to be, it has apparently failed to keep pace with the progress of the most important and most prosperous section of this great field of endeavor.

If it is not already too late to take steps to correct the mistake that has been made, it would be a good idea for the officers of the Association to get together and devise some means of recognizing this department, for by the time the next convention is held it will be eminently more important than it is to-day. It cries out for recognition and aid, and it must have it. It is up to the National Association to see that it gets it and provide the protection and recognition it warrants. It is as much a part of the business as the division of blank books or pens and pencils, and it is eminently more important.

There are hundreds of good men engaged in this business exclusively who should be members of the association, but they are not in it for the reason that they have never been invited, that their department of endeavor has been disregarded; that they have been unable to see any good that could possibly accrue to them in an organization where their own best interests were forgotten and left unrecognized.

The National Association will give this department what is coming to it. If not before the Boston convention, then during it. If it is necessary to change the by-laws or even the constitution this is an issue of sufficient importance to warrant such a change. A committee of men experienced in this branch of the business should be appointed and their report given a place on the official program, for the office appliance division is becoming more and more important every year, every month and every day.

There are to-day many stationers who have office appliances in their stock, who hold agency contracts for the sale of appliances in which there is good profit and easy business, but which are being allowed to rust on the shelves for the reason that the importance of these very devices and the importance of the office appliance business in general has not been brought to their attention, and what better place is there to look after this detail and see that the proper encouragement is given than right in the National Convention and by the appointment of a special committee, if necessary, by the president?

NATIONAL BUSINESS SHOW FOR PITTSBURG.

One Installment of the New York and Chicago Affairs Will Be Put On Here Every Year Beginning this Spring.

Pittsburg has come forward with a demand for a Business Show and H. A. Cochrane, manager of the New York and Chicago affairs has responded to this demand with a proposition to put on a big show there every year to start early in April of this year. The idea is to give the business interests of Pittsburg a show that will enable them to see and become familiar with all of the late ideas of every kind right at home and do away with the present necessity of traveling all the way to New York to see the ideas that are coming out every year.

It has become a regular practice on the part of a number of large buyers and a great many dealers to journey to New York to each one of the National Business Shows to get ideas and new devices. This has proved to be quite expensive and it has been impossible for a very large number to make the trip in most cases and this lead to the determination upon the part of a large number of business people to take the matter up with Mr. Cochrane. He was guaranteed enough exhibits to make the show a success and with the backing he received from the business interests he decided to proceed with the plan. This will give Pittsburg every advantage enjoyed by New York and Chicago and presents an opportunity for the big manufacturers of office appliances to secure a great many local Pittsburg prospects in the same manner they secure them in New York and Chicago, but which previous to this determination of Manager Cochrane has been impossible.

Du Quesne Garden has been chosen as the place where the Pittsburg show will be held and every preparation will be made to bring it up to the standard set by New York and Chicago. Manufacturers have been as anxious as Pittsburg business men to have an opportunity offered whereby they would have to be able to show their wares in this section of the country. In and around Pittsburg are some of the largest and most prosperous concerns in the world and this is afforded an exceptional opportunity for manufacturers of office devices to get an entrance that will result in profitable business for them.

All Preliminaries Disposed Of.

Manager Cochrane has made all preliminary preparations for the Pittsburg affair and all that remains is to secure the number of exhibitors necessary to take up the balance of the space that has not been spoken for by the local manufacturers. Even at this early date the show gives promise of being wonderfully successful for the loyal manufacturers of the locality surrounding Pittsburg, have taken hold of the idea with such a vim that enough space has been sold to date to assure the show being put on.

It is especially timely that Pittsburg should have such a show, for it is one of the most important industrial centers on the continent and is at the same time one of the richest and most productive cities in the country. Here are located several of the giant corporations and for the buyers to become familiar with what is going on in the world around them they have been forced to make long journeys to distant cities where business shows have been in progress. With the new arrangement Pittsburg will have the same opportunities in this line as New York or Chicago.

The enterprise of the National Business Show Company has been exhibited in a number of different ways and this is one that will be appreciated at its full worth by firms who would like to get an entering wedge in the Pittsburg territory. The place where it has been decided to hold the show is large and affords enough floor space to make a very extensive exposition.

The same plan of decorating that is used in New York will be followed in Pittsburg with the result that the show will be a beautiful one. Uniformity of design and arrangements will lend a charm to the exhibits that will make them at once attractive and easy to inspect.

Firms desiring space in the show will do well to correspond with the National Business Show Company, Park Row Building, New York, and get full particulars as to arrangements and progress. A plot of the floor spaces will be furnished upon request and full particulars will be given to all interested parties.

The fact that the show is to be held in the spring is a distinct advantage to both exhibitors and visitors for it comes at a time when orders can be most easily handled and when the business men and their aides can spend time at the affair looking over everything that is to be seen. Spring is the best time of year for a show of this character in this locality and there is no question but that it will prove to be a marked success.

Before the National Business Shows were thought of, there was no way for manufacturers to get their goods before the dealers or the general public except by a round about method that was very expensive. Now a good exhibit at each show, introduces the lines simultaneously in the two great sections of the country to both classes the manufacturers wishes to reach—the consumer and the man who sells to the consumer.

It keeps the Lord busy snatching us from dangers we are too blind to see.

* * *

It isn't always the people who jolly you most that are your best friends.

STATIONERY NEWS

(By Special Correspondence.)

Dallas, Tex.

The Newton-Stopple Paper Box Co. has been incorporated with a capital stock of $10,000.

St. Joe, Ida.

C. B. Pride, of Appleton, Wis., is reported to be about to establish a large paper mill here.

Rose Creek, Minn.

Winnert & Jensen, who have opened the Rose Creek Department Store, are handling stationery, etc.

Holdredge, Neb.

A. Borg has succeeded to the business of the Holdredge News Co.

Grant, Neb.

F. B. Lance has sold out his stationery and drug business to R. L. Carothers.

Meyers Falls, Wash.

Chas. Sanford is about to build a store here, and will put in a stock of stationery, etc.

Montgomery, Ala.

The Southern Paper Co., of Atlanta, Ga., contemplates establishing a twenty-ton plant at this point.

Winston-Salem, N. C.

The Acme Paper Box Co. is about to move its plant from Reidsville, N. C., to this point.

El Paso, Tex.

The El Paso Paper & Stationery Co. has been incorporated, with a capital stock of $40,000.

Morrill, Neb.

W. S. Miller has sold out his stationery and drug business in this city to O. T. Attebery, of Cheyenne.

* * *

C. A. Smith has purchased the stationery, school supply and drug business of Neff & Wonder, in Holton, Kas.

Wilber, Neb.

Joe Broecky has just opened a new store here, with a fresh stock of stationery, books, etc.

Hastings, Neb.

Albright & Co. have sold their stationery and drug business to Willard Barrows.

Minneapolis, Minn.

The McLellan Paper Co., of this city, has leased a building in Duluth, Minn., and will establish a branch house there.

Axtell, Neb.

The news and stationery stock of Postmaster Sanford has been destroyed by fire.

Joplin, Mo.

The Wilson-Shepherd Paint & Paper Co. has been incorporated with a capital stock of $25,000.

Laurel, Miss.

M. Muhle and others are organizing a paper and pulp mill, the capital stock being $800,000.

York, Neb.

A. J. Ryan has been succeeded in the drug and stationery business by Ryan & Tout.

Germantown, Neb.

W. T. Voss has succeeded to the stock of stationery and drugs of M. D. Welsh.

Geneva, Neb.

Fred F. Picard has succeeded to the stationery and other stock of Picard Bros., in this place.

Palo Alto, Cal.

E. A. Soper has engaged in the cigar, news and stationery business.

Aberdeen, Wash.

The Pacific Pulp & Paper Co. will erect a large paper mill this week.

Kimberly, Wis.

The Kimberly-Clark Co. is about to enlarge its paper mill.

Waverly, Wash.

The Anderson-Roberts Co. is putting in a new stock of drugs, stationery, etc., in this place.

Hartline, Wash.

M. E. & E. T. Hay have sold out their stock of stationery and other merchandise to W. B. Walreth.

Utica, Neb.

Leiber & Houchen have opened a new stationery, drug and jewelry store at this point.

* * *

Chas. Underhill has purchased the stationery and drug business of Frank Underhill, in Tamora, Neb.

Pullman, Wash.

The Pullman Stationery & Drug Co. has succeeded to the business of Ira Clark & Co.

Blaine, Wash.

R. H. Smith has sold out his book and stationery business to J. D. Stage.

Dunbar, Neb.

W. Anness has purchased the stock of drugs and stationery of H. J. Cooper.

Ladner, B. C.

S. Fisher has purchased the stock of stationery, etc., of F. J. McKenzie.

Lawton, Okla.

The Goodner Book & Stationery Co. has been incorporated with a capital of $8,000.

Villisca, Ia.

P. L. Howland, of this city, will purchase the stock of stationery, etc., of Linn & Neill, in Nodaway.

Boston, Mass.

Hobbs & Warren Co., 336 Washington St., have secured control of the Stationery and Office Appliance store of Carleton Keyes, 15 Milk St., Boston.

* * *

Mr. Paul Ward, of Samuel Ward & Co., is away on his vacation.

* * *

Mr. Frank Bailey, of Thorp & Martin, is spending his vacation in the Maine woods.

* * *

Mr. Samuel Ward, of Samuel Ward & Co., states that the prospect for big business for the coming months is excellent. The sale of holiday goods is running considerably heavier than last year.

* * *

Mr. J. H. Blodgett, manager of the Underwood Typewriter office in Louisville, Ky., spent a few days with friends in Boston. His many friends will be glad to know that "Jack" has put on thirty or forty pounds of avoirdupois within the last few months, and is in consequence a heavy-weight, both physically

Baltimore, Md.

Creer H. Baughman, president of the Baughman Stationery Company, died on the morning of September 3. He was one of the most successful business men of the city. He leaves two daughters—Mrs. T. M. Emerson, wife of the president of the Atlantic Coast Line Railway Company, and Mrs. E. P. Boatwright, of Norfolk; one sister and two brothers. Mr. Baughman was sixty-seven years old.

Chicago, Ill.

Theodore Bennett Cole, son of George E. Cole, president of George E. Cole & Co., stationers, died Sunday evening, September 15, at his father's home, 911 Greenwood avenue, Wilmette. The cause of Mr. Cole's death was tuberculosis. He was twenty-seven years old. Mr. Cole was born at Riverside. He was a business partner of his father, and a member of the Hamilton Club.

* * *

Wholesale stationers received a visit recently from H. D. Killam of Portland, Oregon. Mr. Killam was here on his annual buying trip and visited a number of factories and well known people in the trade.

* * *

C. H. Numan, who makes inkstands for the trade, was a visitor in Chcago the middle of September and made a number of calls on well known houses.

* * *

M. P. Montague of the Standard Paper Company made a number of calls in Chicago recently taking orders for blotting papers. His headquarters are at the factory, Richmond, Va.

* * *

W. C. Deitch of Sioux City, Iowa, was in Chicago the middle of the month placing orders for his fall business. He is a partner in a very progressive western firm that is making tracks in his home state. His partner is W. G. Lamar, who is well known to the salesmen who cover that territory.

* * *

The National Blank Book Company was represented in Chicago last month by Charles Spearman, who made a number of business calls while here.

* * *

Bard Stevens of the main office of the Globe-Wernecke Company spent a day or two at the Chicago office, as well as calling on a number of friends and business acquaintances.

* * *

The Nelson Corporation is selling loose leaf specialties to dealers. They have recently added several new ideas to their line and are out after the dealer business exclusively.

* * *

E. B. Pike of the Whiting Paper Company, whose headquarters are in the Republic Building, has just returned from a trip to Indianapolis, St. Louis and other points near by, where he has been taking orders for Whiting's goods.

* * *

Another paper man in the Republic Building is Theo. H. Neubauer, who represents the White & Wyckoff Company of Holyoke. He has been entertaining a large number of out of town dealers within the past few weeks, showing them his line of paper specialties.

* * *

"Back to State Street" is the title of a new song that might be written and published by Harry Runyan, who has recently returned to the Boston Store as head of the stationery department. He listened to the Siren song of the mail order business a while ago and made a connection with Sears, Roebuck & Co., but he is glad to be back on State street again and so are his many friends.

* * *

Advertising by picture post cards is a scheme just put into effect by the Macey Company, whose big display room on Wabash av-

enue contains a complete line of their goods. They have a drumming list and are sending out new and attractive advertisements on post cards on a regular follow up scheme.

* * *

R. P. Plutz, purchasing agent of the C. S. & R. B., has just taken unto himself a wife. Miss L. Caroline Petsch and he were united in marriage at a very pretty little wedding August 30.

* * *

A. M. Wright, of the Charles Dawson, Ltd., of Montreal, Canada, was a visitor in Chicago recently. He paid a visit to the plant of the C. S. & R. B. Co., whose goods he handles in large quantities in the Dominion.

* * *

M. B. Pershing of the Pershing Stationery Co. of South Bend, Indiana, was another Chicago visitor. He sells C. S. & R. B. goods in his home town and reports a big demand for the popular Chicago product.

* * *

The Accounting Systems Co. of the First National Bank Building received the contract for furnishing the new Municipal Court their supply of loose leaf ledgers. This contract was a large one and was landed after a lot of hard work. The style that they manufacture is known as the Brown Aluminum Cast Back Ledger, and has proved a very successful line.

* * *

I. P. Denison has just returned from an extended trip through the southwest, where he has been introducing the C. S. & R. B. goods. He reports a very successful trip and says he placed a number of new and important agencies.

* * *

A new specialty has just made its appearance on the market and hails from Durango, Colorado. The Western Sales Company is the name of the concern handling it and it is a new fashioned pen and pencil holder. It is so made that the points point downward and rest in a soft base, protecting them from breakage and rust.

* * *

George W. Wilson of the Baldwin Stationery Company of Quincy street, who left several months ago for Alaska, has just notified his friends that he has returned from the far north and is in Seattle. He was in poor health when he left Chicago, but now he reports that he is doing nicely and has practically recovered in every particular.

* * *

C. K. Wadham of the Z. M. & W. Crane Co., of Dalton, Massachusetts, was a visitor in Chicago recently. He called on a number of stationers, as well as renewed acquaintances in other lines.

* * *

Curtis Bates of A. W. Faber Co. was also a recent Chicago visitor. He had his line with him, as well as his usual good cheer and glad hand, and he met a number of old acquaintances.

* * *

Uncle George Olney was seen recently on the streets of Chicago. As usual he was hustling along, but he had time to shake hands and smile. Uncle George looks younger every day and from the rare speed he was going down Dearborn street one would have thought that he had lived in Chicago all his life, had acquired the Chicago hustle and hadn't lost it. Uncle George says he is pleased with the Irving Pitt line of Kansas City, and he is making good as usual.

H. A. Stacy of the Samuel C. Tatum Co. of Cincinnati, Ohio, was in Chicago for about a week recently. He has a large number of customers here, and it takes a while to get around to see them all.

* * *

J. F. Smith, with the Paul E. Wirt Fountain Pen Co., of Bloomsburg, Pa., was seen on Chicago's streets recently. He was moving about, leaving a record of his visits in the form of restocks of this popular pen.

* * *

Thomas C. Keys, Chicago manager of the Waterman Pen Co., in the Republic Building, has just returned from a trip through Ohio and surrounding points, calling on trade.

* * *

George E. Marshall, president of the Marshall-Jackson Co., has recently returned from a vacation trip at Fond du Lac, Wis.

* * *

Charles W. Orde, of the same firm, has also recently returned from a vacation in Michigan.

* * *

Parsons Paper Co. of Holyoke was represented in Chicago recently by Charley Phelps, who called upon his trade and friends.

* * *

Harry F. Sawtelle and A. E. Snell of the P. F. Pettibone Co. recently returned from a fishing trip. They refuse to be interviewed on fish stories and say that while they had a good time, did a lot of fishing, the vacation is now a thing of the past and they are fishing for more business rather than muskies.

* * *

Bert Vail is another returned vacationer. He spent his time in New England, seeing the old town and wondering how it was possible that he could have formerly lived in such a restricted locality.

* * *

A. C. Bowen of the M. D. Rider Company has been enjoying a vacation also. He was up in Michigan, the favorite section for the members of the stationery trade to visit, and says that he got the full worth of his time, and that now he is able to accomplish more than he has been capable of for a year.

* * *

Charley Stevens is keeping up his reputation as a hustler and persistent worker. His work on the Year Book is going to make it a winner. Stevens is only happy when he is playing jokes or working, and he hasn't had time for many jokes recently. Just the same he is happy.

* * *

William Bolles Pen Co. of Toledo, Ohio, was represented in Chicago by G. C. Schutt, who has been calling on the trade and taking orders for pens and supplies.

* * *

W. H. Troupe of Henry Bainbridge & Co. was a recent visitor in Chicago. He saw all of the stationers and went away again satisfied with what he had accomplished.

* * *

W. H. Meyer of the Spencerian Pen Co. was also a visitor in Chicago stationery stores the latter part of the month. He did a good business and called on his old friends.

* * *

Perine & Moseley Company, dealers in office appliances, have gone into bankruptcy. They were put in this predicament upon petition of E. F. Harmon & Co., who hold a claim against them.

The American Safe and Desk Company were visited by a fire recently that did $5,000 worth of damage. This firm is in the office outfitting business in the Howland Block, at 188 Dearborn street.

* * *

The Rubel Loose Leaf Company is keeping open house day and night now. The factory is so rushed with orders that it is necessary to work a double shift of men all of the time.

* * *

Fletcher B. Gibbs spent a week early in the month in Boston. He came back filled with new ideas and new vigor and says he was greatly impressed with conditions in the east.

* * *

The Pelouze Scale Company has broken ground for a new and large factory and office building on Ohio street. The concern has been spreading out very rapidly of late and the new factory is brought about through the necessity of having larger quarters and increased facilities.

* * *

David M. Walkee Co. have added another floor to their show rooms and have also rented large shipping quarters and stock room at Market and Washington streets.

* * *

Charley Stevens is becoming a regular, full fledged motor expert and enthusiast. He made a trip to Wheaton recently in an auto and says he didn't have a single spill. True to his native genius he tried it out alone first, so that if anything did happen he would have no one to peach on him. He says he is going to buy one now, and when he gets it he has promised so many people rides in it that he will have to neglect business for a couple of weeks to keep his dates.

* * *

C. O. Chapin of the Chapin Manufacturing Co. has just returned from an unusually successful eastern trip.

* * *

Manager Timothy Sullivan of the Brown & Besley Co. is as busy as he is capable of being and that is going some. Business for fall has started in with a rush and Manager Sullivan is burning much midnight "gas" keeping the business line up where he wants it. He has a great capacity for hard, conscientious work and he is having all he can do to keep the factory and office in step with each other.

* * *

E. Y. Horder, the well known La Salle street and Washington street stationer, has some very interesting things to say about his recent trip to Europe. He spent some time on the continent and as announced in the last issue, returned to business not very long ago. His tales of what he saw and what he did make highly interesting conversation.

* * *

A quiet wedding of interest to the stationery trade took place recently in Chicago, when Miss Alice B. Smith was married to Edward G. Woods. Miss Smith was a daughter of the late Shea Smith and Mr. Woods is a well known magazine writer and newspaper man.

* * *

W. H. Kell has been appointed New York manager for the Shea Smith Company, to succeed E. W. Bliss, who recently resigned to take up other business.

* * *

W. F. Maloney took a vacation last month!!!

Maloney is one of the firm of Stevens & Maloney, on La Salle street.

* * *

Mr. Maloney says he caught some fish. He has a reputation for veracity.

* * *

Maloney had his life saved last week by Bert Childs. Application has been made to the Carnegie fund for a medal for Childs. He loaned Maloney his camera and some photographs of fish to substantiate Maloney's yarn about his catch.

* * *

Maloney is a good fellow. He is a good fisherman. He is a good stationer and this is more publicity than the Maloney family has had for many a day. Hurrah for Maloney!!!!!

* * *

Articles of incorporation have been filed by the Crown Stationery Company with capital stock of $2,500 to do a printing and stationery business. James O. Fisher, L. F. Anderson and J. Albrecht Fisher are the incorporators.

Cincinnati, Ohio.

R. B. Youmans, of Newport, who for the past fifteen years has been connected with the Webb Stationery and Printing Company, of Cincinnati, has resigned his position and will leave the latter part of this month for Dallas, Tex., where he expects to locate permanently.

Dallas, Texas.

The Southern Stationery Company has just been organized here for the purpose of engaging in the business of a manufacturer's agent for all sorts of stationery and office appliances, including printing and lithographing, as well as furniture and paper goods. It is their purpose to include everything that has to do with office and business. The organizers of the firm are A. J. Rosenfield and F. L. Stephenson. Mr. Stephenson is an old office appliance man having been connected with M. P. Exline Co., of Dallas, for a number of years, later with Ed Foy & Co., where he was secretary and treasurer. Until recently, however, he was with the former concern, having returned there. Mr. Rosenfield is an excellent business man and was formerly connected with Sanger Bros., of Dallas, G. Y. Smith of Ft. Worth and others, where he has always held executive positions. The concern has already begun operations and are open for connections with manufacturers.

Duluth, Minn.

Since the Christie Lithographing Company burned out they have occupied temporary headquarters on Michigan street and in the spring will erect a five-story reinforced concrete building and will have one of the finest stationery stores in the state.

Kalamazoo, Mich.

It is probable that the Hopper Stationery Company, one of the largest manufacturing institutions at Benton Harbor, will be brought to Kalamazoo and become amalgamated with the Kalamazoo Stationery Co. Final action in the deal is expected next Wednesday. The Hopper Co. employs 128 hands and the Kalamazoo concern has between 200 and 300 on its payroll.

Milwaukee, Wis.

The Siekert & Baum Stationery Co., of 381 East Water street, has installed a new and complete bindery in connection with their stationery and office outfitting business. To meet the needs of its growing business the company has doubled its capital and established a separate blank book manufacturing department, under the superintendency of Mr. Lawrence A. Hansen, who for more than thirty years has been connected with blank book manufacture and is regarded as a proficient blank book man. The company with its growing business felt the need of establishing a separate plant to meet the increasing demands of its patrons and has equipped the upper floors of the building with the latest and most modern machinery. This addition means a new branch to Milwaukee's growing manufacturing establishments for they will manufacture all kinds of blank books, loose leaf devices and card index supplies to meet the needs of every business establishment in the city and state.

New York.

Frederick S. Stafford, son of William A. H. Stafford, head of the S. S. Stafford Co., ink manufacturers, and grandson of the founder of the firm, died at his home, No. 135 Central Park West, of acute gastritis. He was twenty-seven years old, and was born in Brooklyn. Until two years ago he was manager of his father's business, but he was forced to retire on account of ill health. He was a member of the New York Athletic Club.

Irving Pitt Mfg. Co., F. L. Schafuss Co., and the Kimpton, Harbottle and Haupt Co. have been elected members of the Stationers' Board of Trade.

Minneapolis, Minn.

On the 23d day of August, 1907, the stationery business theretofore conducted by Mr. Edwin R. Williams was incorporated under the laws of this state, the incorporators being Mr. Williams, Mrs. Edwin R. Williams and three of Mr. Williams' employes, who by their long and faithful service have proven their worth, Miss Betsey Stirling, Mr. Ernest C. Thomas and Mr. Arthur Olson. To the new company Mr. Williams transferred his entire business and the company in turn assumes all the indebtedness and obligations. The same methods developed and followed by Mr. Williams in the ten years or more that he has been building up this business will be continued and upheld by this company and its officers. It is hoped that the same courtesy and help extended by you to Mr. Williams heretofore will be shown to his successors. The death of Mr. Williams, which occurred on August 24, 1907, has of necessity delayed slightly this announcement.

* * *

Miller Davis Printing Co. have expanded their business recently and now occupy the ground floor with a complete display room. This is in connection with their wholesale department and with the additions have one of the largest retail stores in this section. C. F. Weiss has charge of the department.

* * *

New York, N. Y.

Charles C. Walden, Jr., for seven years connected with the Walden Publishing Company, has resigned his position and has become identified with William G. Willman, dealers in paper, cardboard, and cut cards, 16 Spruce street, New York. Mr. Walden's periodic trips throughout the stationery trade, where he has made many friends during his connection with the publishing house, will be missed.

* * *

Frank Wright Bailey, of Boston, secretary of the National Association of Stationers and Manufacturers, has recently been admitted to membership in the club. This is only another evidence of the growth of the Boost Club proposition, and is an indication of the wide field our organization covers.

* * *

The series of monthly gatherings of the Boost Club for the coming season will be resumed with the one to be held about the middle of October. The rapid increase in the attendance at these dinners as they progressed, during last winter and spring, attest to their popularity with members and their friends, and give an assurance of success for those to come this season. The plans already begun by the entertainment committee will take concrete form in the next few weeks, so that the September Booster will contain the details of the program for the first meeting in October.

Mr. E. D. Robbins, managing director of the Rockwell-Wabash Co., Ltd., of London, Glasgow, Manchester, etc., will arrive on the 12th for the purpose of attending the National Business Show.

Pueblo, Colo.

Rocky Mountain Bank Note Company recently filed article of incorporation with the county clerk. The company will do a business of manufacturing and selling books, pamphlets, papers and in general a stationery manufacturing business. The directors are C. M. Dennison, Jr., D. F. Carpenter, Eugene A. Sunderlin, Lloyd W. Bassett, Charles T. Fertic, Alfred S. V. Carpenter, H. C. Hall. The principal headquarters will be in Colorado Springs. The company is capitalized for $100,000, divided into 1,000 shares.

Philadelphia, Pa.

William Trenwith, formerly publisher of the Philadelphia Sunday World, was recently found dead in his room at an Atlantic City hotel, a victim of escaping gas. The coroner's investigation proved that the affair was purely accidental. Mr. Trenwith, who made his home in this city at Dooner's Hotel, was a frequent visitor to Atlantic City, where his father had been one of the pioneer hotel-keepers. He was about 58 years old and for many years conducted a stationery store on Chestnut street. A quarter of a century ago, with the late Hugh A. Mullen, he bought the Sunday World, which they published until Mr. Mullen died about four years ago. He owned considerable seashore property and was said to have a snug fortune. So far as is known his only relatives live in Australia.

* * *

W. D. Snyder, who for some time has been advertising manager of the William Hoskins Company, has left that concern to take a similar position with the William Mann Co.

* * *

St. Paul, Minn.

The Miller-Davis Ptg. Co. of Minneapolis have branched out. Their Duluth and northwestern business got so heavy that they were obliged to open a branch in Duluth under the firm name of Miller-Davis Co. to handle from there the growing business of the north and northwest.

* * *

Wilson McGill, formerly in charge of the lithograph department of the McGill-Warner Co. of St. Paul, succeeded Mr. Williams as buyer and manager of the McGill-Warner Co.'s stationery department. Mr. McGill is very popular among the trade in St. Paul and they bespeak success for him in his present capacity.

J. W. Williams, who for a number of years was connected with McGill-Warner Co. of St. Paul as buyer and manager of their stationery department, severed his connections with this firm and accepted a position with the L. F. Dow Co. of St. Paul in the capacity of traveling representative. Mr. Williams has a host of friends and they predict he will make good as he usually does.

* * *

Mr. H. L. Wilson, buyer and manager of the stationery department of the Herald at Grand Forks, is away on his annual trip to New York on business and he will this time combine business with pleasure, as he will have the opportunity to witness the transformation of his brother's single-blessedness into the life of a benedict. Mr. Wilson has been with the Herald a great many years and he is very popular with the trade. His motto is "good goods" and he is a success.

San Francisco, Cal.

W. W. Swinyer, stationer, San Francisco, filed a petition in bankruptcy. He owes $2,471 and has for assets $1,500 stock in trade and $54 solvent credits.

Springfield, Mass.

President Smith of the R. H. Smith Manufacturing Co. has returned to work after a vacation.

Terre Haute, Ind.

A few months ago the firm of C. G. Chase & Company became insolvent and at that time Moore & Langen Printing Company and the J. R. Duncan Paper and Stationery Company were the heaviest creditors. In order, therefore to make an equitable adjustment of the company's affairs, John B. Aikman, president of the Duncan Company, purchased the entire stock and fixtures of the defunct company. The goods have recently been removed to the warehouse of Duncan & Company and have been advertised for sale to pay off the indebtedness. A restaurant will occupy the building vacated.

Worcester, Mass.

The office appliance trade is well represented in Worcester by two hustling concerns, Geo. E. Stimpson & Co., 57 Pleasant street, and the Office Equipment Co., the president of whom is Mr. J. E. Laycock, 27 Pleasant street. These concerns handle desks, office furniture and office appliances of various kinds and are notable examples of what can be done by enterprising, hustling specialty salesmen.

Ithaca, N. Y.

B. E. Sanford, manager of the Cornell Co-operative Society, was in New York City recently on business, and called on the Waterman Fountain Pen Co.

* * *

Savannah, Ga.

Joseph M. Byck, vice president of M. S. & D. A. Byck Co., stationers and office outfitters of this city, was in New York recently, and paid a visit to the store of the L. E. Waterman Co.

Frankfort-on-the-Main, Germany.

Mr. J. Muggli, agent for Germany and part of Austria for the Underwood Typewriter, is in New York on a visit. His son accompanies him. Mr. Muggli is one of the most energetic and enterprising Germans it has been our good fortune to meet. He brings with him a mass of advertising matter, which he uses in Germany, and an inspection of these gives a substantial reason for the great success which Mr. Muggli has met with in exploiting the Underwood. While in America Mr. Muggli is making a close inspection of all the latest office devices, and is keeping himself well posted on all recent inventions. He has paid Office Appliances several visits, and declares that there is only one magazine which covers the whole Office Appliance field. He says there is nothing on the continent of Europe that approaches it, and he could not do without it.

New York, N. Y.

At a recent meeting of the New York Stationers' Association it was decided that one of the nights at the National Business Show should be turned over to the association and that this organization should co-operate with the show management in the stationery end of the show. The association will have a booth of its own and a committee has been appointed by the president of the association whose business will be to meet and greet all visiting stationers. This means that the Stationers' Association practically has charge of the stationery end of the show and puts their stamp of endorsement on the idea. This scheme is a good one and may be repeated in Chicago. It gives the Stationers' Association practical charge of the stationery exhibit and makes it a valuable thing not only to the association but to the stationery business in general.

* * *

The following letter has been received at this office:

After giving careful consideration to the requests made by a large majority of our exhibitors, that the Chicago Show should be held in the winter instead of the fall, and especially that it should not be held so close to the New York Show, we have decided to postpone the dates from November to February 1st to 8th, inclusive, 1908. After talking this matter over last March with a great many of our exhibitors at the Chicago Show, we were convinced that most of them would be favorable to a fall date for both the New York and Chicago Shows, but we find now that even those who expressed themselves favorably upon the change have since altered their opinion. We trust that this will meet with your approval and wish to assure that this change has been made with the best interest of the exhibitor in mind. Thanking you for your courtesy in the past, we beg to remain, Yours very truly,

NATIONAL BUSINEES SHOW CO.
By A. L. Feirlein, Business Manager.

Terre Haute, Ind.

John B. Aikman, president of the J. R. Duncan Paper & Stationery Company, spent several days at the home of relatives at Washington, Indiana, during August at which time a reunion of the Aikman family was held. Many members from all parts of the United States gathered to celebrate the landing of John Aikman in Massachusetts early in the seventeenth century. The family is at present a large one and many are prominent men in their communities.

Occasionally opportunity looks a man up for the purpose of downing him.

DECIDE PLACE OF BOSTON MEET.

Committee Appointed at St. Paul Decides to Take Delegates to Hotel Somerset and This has Been Chosen as the Official Meeting Place.

Announcement has just been made of the decision reached by the committee appointed by President Kennedy at the St. Paul convention to locate a suitable place in Boston in which to hold the sessions of next year's national meeting. Abner K. Pratt was appointed chairman of the committee and with him served Samuel Ward and Frank W. Bailey.

The decision has been reached to go to the Hotel Somerset at Commonwealth avenue, Charles Gate and Newberry street, and this was decided upon after a thorough investigation had been made of all of the hostleries at the Hub. This hotel is thoroughly equipped in every particular and is especially suitable for this convention. The date of the convention, as it will be remembered, is the week beginning July 13.

This decision was reached at a conference of the committee in the private office of Mr. Ward, of the Samuel Ward Company, on September 9, and after a thorough discussion and investigation of the advantages and accommodations of this and the Hotel Vendome. The matter was first discussed at a prior meeting held at the same place on the Friday preceding, which meeting was adjourned for the purpose of permitting members of the committee individually to look more closely into the respective merits of the two hotels. The result was that the decision in favor of the Hotel Somerset was unanimous, and Chairman Pratt immediately notified President Kennedy and Secretary James T. Lacey of the result.

Hotel Somerset is one of the leading hostelries in this city and is where most of the large receptions of a national and international nature have been held. Prince Wilhelm, of Sweden, was entertained there by the citizens of Boston during his recent visit there and Prince Henry of Prussia and President Roosevelt were among the other notables who have partaken of its hospitality.

Adapted to the Purpose.

This hotel is particularly adapted for holding large meetings and banquets, such as those of the National Association of Stationers, not only because of its accommodations in the way of rooms for guests from out of town, but also in the way of commodious banquet and reception rooms.

The daily business sessions and banquet are to be held in the larger of the two ball rooms known as the "Somerset." This is located on the ground floor and is capable of seating five hundred people. Just across the corridor are three large parlors, which look out upon Commonwealth avenue and which will be used for reception, registering and committee rooms. These rooms are decorated and furnished in the style of Louis the Fifteenth and with the ball room cover 12,000 square feet.

The committee was led to take action this early in the matter of selecting a meeting place because of the necessity of making arrangements many months in advance of the date of the convention in order to be sure of finding a place that would comply with all requirements, since dates for future events as far advanced as this are now being booked.

Nichols Pencil Pocket

Newest and best on the market. Saves your pencils, fountain pens and your temper.

The inside spring is the secret and it does the work. SELLS AT SIGHT. Sold by all leading stationers. Special inducements to agents.

Send 25c for Sample.

MANUFACTURED BY

NICHOLS & WILLIS, Worcester, Mass.

Keep Your Office Free From Dust

For Eight Years at a Cost of $1.00

This can be easily accomplished by using a

Lower Sanitary Duster

Holds the dust until shaken out. Sold subject to approval. Will not spread the dust from one surface to another, and, incidentally to your lungs, like the old-fashioned kind. Shipped to any address in the United States, prepaid, upon receipt of $1. Ten days free trial if desired. **The N. LOWER SUPPLY CO., Little Falls, N. Y.**

Paine's Combination Lock-Crank

(PATENTED)

Is an elegant little Nickel-Plated Crank which clamps instantly to the combination-lock knob of any safe or vault.

Imparts surprising steadiness and accuracy, and insures great ease, speed and certainty. A few turns of the crank to the proper numbers, instead of nervously twisting the small smooth knob, and the lock is open.

A LITTLE GEM, APPRECIATED INSTANTLY

Every Safe-Owner Wants One

Recommended and in use by largest banks and business houses.

Good live office specialty dealers and salesmen can make a lot of money with this article. Think of the thousands and thousands of safes and vaults—every owner is a possible buyer.

Send 50c. TO-DAY for sample and be convinced of its merits and salability.

HOMER T. SMITH, Suite 1, Burt Bldg., Youngstown, Ohio

HEADQUARTERS FOR

Typewriter Ribbons, Typewriter Paper, Carbon Paper, for all uses.

We manufacture the best line of TYPEWRITER SUPPLIES on the market.

THE S. T. SMITH COMPANY

11 Barclay St., New York City. Tel. 1164 Cortlandt.

Please send for our Catalogue and samples of Manifold, Typewriter Linen and Carbon Papers; also Price Lists of same. DISCOUNTS TO THE TRADE.

THE VICTOR TELEPHONE INDEX

New pattern — beautifully engraved aluminum front.

REMEMBER, The "Victor" was the first card index applied to a telephone, and although freely imitated, still leads the procession.

Price 50 cents—good margin for the retailer.

AGENTS WANTED

Victor Novelty Co., Boston, Mass.

(One-half actual size)

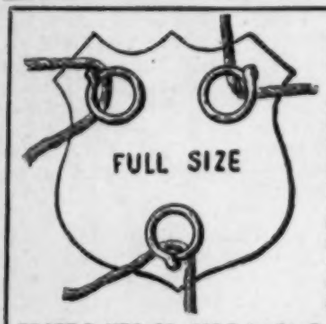
TIME STAMPS

A TIME STAMP and DESK CLOCK COMBINED

Automatically registers the year, month, day, hour and minute of a transaction; firm name and department, or any special wording desired. Small neat and convenient.

Price $8. Send for circular.

Recd MAR 12 1907 **C. W. DIVAN,** Camden, N. J.



PRATT PACKET TIE

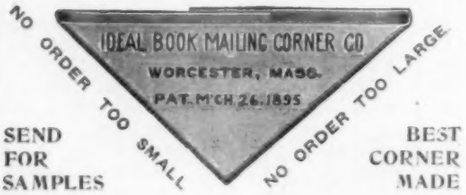
Applies to any size bundle, any shape. Send for free sample. 100 mailed to any United States address on receipt of 60 cts.

PRATT F. MFG. CO., 117 Point St., Providence, R. I.

PENCILS FREE OF COST

To prove that the **KIM-BER-LY Pencil** is as good as the best imported pencil made and sold at one-third less price, we will mail free of cost, six samples of different grades of hard and soft pencils to those in authority to order office supplies.

PENCIL EXCHANGE, Jersey City, N. J.



TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

PATENTS

Trademarks and Copyrights

Send your business direct to Washington. Saves time and insures better services.

Personal Attention Guaranteed

25 Years' Active Practice

Specialty:—Working on the Failures of others.

Address SIGGERS & SIGGERS

Suite 33, N. U. Bldg., Washington, D. C.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

We Want You to Know

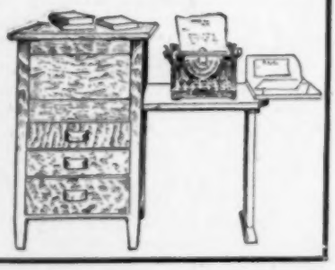
more about this cabinet, for it has proved **the biggest seller** wherever shown. No cabinet like it in finish, style, etc. Finest figure panels, **quartered oak, wax or satin finish,** antique color—hence, not easily scratched or marred.

Exclusive agencies granted to right parties in towns where we are not represented.

Write to-day for terms and prices.

G. S. HUDSON & SON, Ellisburg, N. Y.

SOLE MANUFACTURERS



FACTORY TIME CHECKS

They are being used more and more. Write for our pamphlet "Time Checks and Their Use."

If it pays others it will pay you

It states our plan in three minutes

American Railway Supply Company

Address Dept. K, 24 Park Place, New York

CHANCES FOR AMERICAN PRODUCTS IN SPAIN.

Demand Is Great for Everything Made In This Country and Office Appliance and Typewriter Manufacturers Particularly Have Good Opening for Big Trade.

Almost exactly a year ago the new commercial treaty between Spain and the United States went into effect. This was an event of great interest to American commerce, and its results have been followed with close attention. By the terms of the new treaty the goods of the United States were put on the same basis as those of the most favored nation, with the exception of Portugal and Morocco, as to customs duties.

An increased demand for American products gradually followed, and the American consuls report that this demand undoubtedly will grow. In certain lines of trade which formerly were handicapped by an adverse discrimination of 50 per cent in the tariff schedule there has been a great increase. There is a growing demand for many of those articles which are so ingeniously manufactured in the United States, such as household novelties, kitchen utensils, hardware and similar products, camp chairs, mechanical, reading and invalid chairs. During 1906 100,000 dozen pairs of American rubber shoes were imported at Barcelona.

Markets Are Wide Open.

The markets of Spain, however, have been invaded by American enterprise only to a comparatively slight extent. It is reported that many opportunities for trade in the Spanish markets are overlooked or ignored by American manufacturers and the manufacturers of other countries supply demands with which Americans are in a better position to deal.

Cheap jewelry from Germany, for example, finds a large market in Spain, which could and should be supplied by all sorts of cheap American jewelry. American makers of machinery for the treatment of leather have apparently made no preparations for the market in that commodity, which is sure to come.

Spain in the past year has shared in the general prosperity of Europe, and although for peculiar reasons there was a decided decrease in Spanish exports, America showed well as a customer.

Chances For Office Appliances.

The reports from the great distributing centers of Spain indicate that the Spanish markets are more favorably inclined toward American goods than is generally supposed. To the development of American trade in manufactured articles there appears to be one distinct obstacle, and that is the alert, persistent rivalry of Germany. Everywhere it is found that German agents are on the spot pushing business. They make the closest and most rapid examination of commercial conditions, discover what the trade demands are, and quickly meet those demands. They find out the Spanish taste and minister to it in their manufactured products.

Wherever American initiative in trade has been displayed it has been followed by excellent results, as in the case of the American refrigerators, which found a ready market. By flooding the market with a cheaper article, the Germans were able to interrupt the demand for American ice boxes; but although these energetic traders have made prodigious efforts to supplant American typewriters and sewing machines, they have had little success.

WANTS

NOTE—"Want" advertisements are received for this department at 2 cents a word for light faced type and 3 cents a word for heavy faced. Minimum charge of 50 cents. Only legitimate advertisements received, and those relating to trade necessities.

HELP WANTED.

SALESMAN—A device which sells to every owner of a safe. Excellent side line. Sample 50c. Homer T. Smith, Burt blk., Youngstown, Ohio.

ACCOUNTANTS, advertising men, architects, auditors, bookkeepers, buyers, good positions now open; list free. HAPGOODS, 305 Broadway, New York.

WANTED—An expert typewriter repair man. Must have knowledge of all standard machines. Royal Typewriter Agency, 261 Notre Dame Ave., Winnipeg, Man., Canada.

SPECIALTY SALESMAN WANTED by one of the largest office appliance and supply dealers in the South. Good opportunity for right man. Address Fielder & Allen Co., Atlanta, Ga.

WANTED—Typewriter repairman, for first-class house in Chicago. Should be all round man, but can use good man on any standard machine. Address STANDARD, care Office Appliances, Chicago, Ill.

WANTED—Good ring price book mechanism from ¼ to 2 m. cap. Operate from rings only need not be patented. Can manufacture large quantities. Address MAIDEN, care Office Appliances, 1901 Tribune Bldg., New York.

SEVERAL STRICTLY HIGH-CLASS SALESMEN who have had experience in office work, accounting and modern systems ideas, can procure valuable territory in the Southeastern states. Address Progress, 709 Austell Building, Atlanta, Ga. 8-07

WANTED—15 experienced adding machine salesmen wanted to handle the Wales Visible Adding Machine. Excellent exclusive territory. None but strictly high class salesmen need apply. Address Manager, Adding Machine Company, Wilkes-Barre, Pa.

WANTED—Sales manager and promoter. One understanding the introduction of a new typewriter and one who is able to join in an active capacity with new company. Write experience, etc. Address BEN, care Office Appliances, Chicago, Ill.

SALESMAN WANTED—High grade specialty salesman, traveling south or east and selling the stationery trade, to carry well established loose leaf devices as side line. Liberal commission on renewals. Address The C. E. Sheppard Co., 63 Cliff St., New York. tf

WANTED—Typewriter salesman-manager. One who has ability to handle country territory and take under his charge the entire state of Michigan. The position will pay at least $2,000 to a capable man. Address TYPE, care Office Appliances, Chicago, Ill.

WANTED—Typewriter repair man; must be first-class all round man for the beautiful Texas town of San Antonio. We want a man not afraid to work, and who is willing to do anything in a stationery and office appliance store that is reasonable, when called upon. Address. W. R. Shaw, Jr., Manager Typewriter Dept., 125 Soledad St., San Antonio, Tex.

WANTED—Eight billing typewriter salesmen. None but specialists in their line need apply. References of the highest character will be required. Address applications stating ability and specialty, together with remuneration expected, to H. S. McCormack, Manager Billing Machine Department, Underwood Typewriter Co., 241 Broadway, New York. Every reply will be held in strictest confidence if so desired.

SALESMEN WANTED—A new adding machine company with one of the most attractive high grade machines yet offered the public, has, for the present, a few positions open to several first-class capable men, able to handle an adding machine proposition. Possibilities for good men range from $2,500 to $5,000 a year. Correspondence confidential. Address, PRUDENTIAL, care Office Appliances, Chicago, Ill.

WANTED—Good salesmen for the selling of office appliances of all kinds. Exceptional opportunities offered for those who "know how." Interested parties may write the publishers of Office Appliances, who will be pleased to put worth men in communication with the proper parties. We particularly solicit correspondence with those who can sell typewriters, adding machines and commercial stationery. Address, Publishers, Office Appliances, Chicago, Ill.

WANTS

SALESMAN WANTED—One of the newer typewriter companies desires a good active salesman for their various agencies, and the company's sales manager will correspond with a competent man for the position. $25 weekly paid. State experience. Address Camping, care Office Appliances, Chicago.

SALESMEN AND MANAGERS WANTED by new adding machine company. Product to be marketed in quantities this fall. Good positions to those who "know how;" preference given to typewriter and adding machine men of experience. Good salaries. Address POPULAR, care Office Appliances, 303 Dearborn St., Chicago.

SITUATIONS WANTED.

AN EXPERIENCED STATIONERY and office supply man, now holding position as manager in furniture department of southern house, desires to return to the north on account of climate. Would like to communicate with some house desiring a good man. Address, J. E. Tuttle, 1509 St. Charles Ave., New Orleans, La.

I WANT A POSITION—NOT A SITUATION. I am an experienced manager and sales manager, having handled the sales department for one of the largest office supply houses in this country and would like a similar position with a live appreciative firm, anywhere in the United States. I am a young man, with plenty of ability, enthusiasm and good work in me. I don't want all salary, but I must have $2,500 per annum and then some as I progress. The best of references furnished as to sobriety, honesty and faithfulness. If you want a live, active young man, address HUSTLER, care Office Appliances, 303 Dearborn St., Chicago.

FOR SALE.

BIG MONEY—Making Hectograph Multi-Copiers. Write me for full information; it is for the asking. T. A. Heyer, 368 South Sacramento Boulevard, Chicago, Ill.

FOR SALE—Patents offered for the manufacture of a new duplicator of the rotary class, that is simpler, cleaner and quicker than anything on the market. Cost of maintenance smaller than others. Address "Stencil-Less," care Office Appliances, Chicago.

LARGEST GENERAL TYPEWRITER BUSINESS in the best state in the Union is for sale. Agents for a leading visible typewriter and carbon-ribbon business. Pays 40% on investment and can be easily increased. Nice rental list, repair and copying department. Address IMPORTANT, care Office Appliances, Chicago, Ill.

TYPEWRITER BUSINESS FOR SALE.

A good investment for the right party; nearest typewriter exchange is 110 miles away. Good territory; practically no competition. Will be sold reasonable on account of one of the partners wanting to go south. Location on ground floor on principal street of city. Address, L. J. H., care Office Appliances, Chicago, Ill.

FOR RENT.

PART OF ADDRESSOGRAPH SALESROOM in "Office Appliance Row," Chicago, on Dearborn St. To concern handling high grade office specialty which interests same class of trade as addressograph. Location central, convenient to surface and elevated cars. Light, heat, etc. Janitor service furnished. Address Addressograph Co., 33 Dearborn St., Chicago, Ill.

MISCELLANEOUS.

$25,000 IN CASH.

Ready for immediate investment in a meritorious invention in the line of high grade mechanical specialty. Full details must be submitted to command attention. Address MECHANICAL EXPERT, 1901 Tribune Building, New York, N. Y.

AN OPPORTUNITY FOR SOME MANUFACTURER who desires to have a first-class salesman represent them on a trip between Chicago and the Pacific Coast. The advertiser will leave Chicago some time after October 15th, making intermediate cities, and would like to represent some line of specialties or supplies. Address SEATTLE, care Office Appliance, Chicago, Ill.

AGENTS—Something new. Copyrighted. Typewriter Backing Sheets; saves the machine, improves letters and carbons, gives easy touch, deadends sound, saves type and roller, makes old rollers and type work like new and many other reasons why every stenographer should use our sheets. Can sell one to twelve dozen in every office where typewriters are used. Handsome profit; 10 cents for postage on agent's sample and prices. North American Supply Co., Columbus, Ohio.

In Every Speed and Accuracy Contest, which was open to all classes of machines at all the National Business Shows operators on the

COMPTOMETER

WON ALL PRIZES

Here are some of the records made on the Comptometer in the contest open to all machines. No record equalling even the slowest of the following was made on any make of machine other than the Comptometer,

Check-adding Contest

Adding the amounts on 500 department-store checks

First Prize

Miss May Maher, of the C., B. & Q. Ry. Co., Chicago, 4 Min. 19 Sec.

Second Prize

Miss Mae Barclay, of the Ill. Central R. R., Chicago, 4 Min. 21 Sec.
Miss Ollie Crow, of the Ill. Central R. R., Chicago, 4 Min. 28 Sec.
Miss Genevieve Green, of Marshall Field & Co., Chicago, 4 Min. 41 Sec.
Miss Thea Swanson, of Swift & Co., Chicago, 5 Min. 43 Sec.
Miss Anna M. O'Callahan, Jordan-Marsh Co., Boston, 6 Min. 4 Sec.

Every one absolutely correct and every one using the Comptometer

Multiplication Contest

Performing Twenty-five large Multiplications

First Prize

Miss Thea Swanson, of Swift & Co., Chicago, 2 Min. 5 Sec.

Second Prize

Miss Cecelia M. Engel, of Western Electric Co., N. Y., 2 Min. 18 Sec.
Miss Carolyn L. Scheer, of Western Electric Co., N. Y., 2 Min. 32 Sec.
Miss Mae Barclay, of Ill. Central R. R., Chicago, 2 Min. 35 Sec.

Every one absolutely correct and every one using the Comptometer

When you buy an adding or calculating machine, get the one that is good all around

Column-adding Contest

Adding 741 figures, not counting ciphers

(Equal to six large ledger pages)

First Prize

Miss Genevieve Green - - - - 3 Min. 39 Sec.

Second Prize

Miss Kathryn Spillard - - - - 3 Min. 40 Sec.

Twelve more girls in time almost as good.

Some Repeat Orders——Why Did They Buy More?

U. S. Navy Department	139	American Bridge Co., Pittsburg, Pa.	35
Marshall Field & Co., Chicago, Ill	229	Western Electric Co., New York and Chicago	100
John Wanamaker, New York and Philadelphia	59	Prudential Insurance Co., Newark, N. J.	30
Carnegie Steel Co., Pittsburg, Pa	76	Metropolitan Life Insurance Co., New York	30
N. Y. Central & Hudson River R. R. Co	85	Simmons Hardware Co., St. Louis, Mo	43
Chicago, Burlington & Quincy R. R. Co	100	N. Y. Shipbuilding Co., Camden, N. J	27

Addition, Multiplication, Division, Subtraction

The **DUPLEX COMPTOMETER** is more than twice as rapid on addition and four times as rapid on multiplication as the best mental computor. This is being proven daily in thousands of commercial and government offices.

Affords complete relief from mental strain and effort. Takes care of all drudgery. It is the only practical machine for all kinds of accounting. It is noiseless, has light and uniform key-touch. Faster, cost less and lasts longer than any other practical adding machine. The only adding or calculating machine **INVENTED,** which can be operated by keys alone.

No lever to pull. Easy to learn and to acquire skill in its manipulation. Not a toy, but a practical adding and calculating machine with no mechanical hindrance to prevent the operator developing maximum speed with absolute accuracy. Limited only by the speed of the operator.

Comptometers are being used in larger numbers in commercial offices than is any other adding or calculating machine. Not because it costs less, but because one Comptometer will do as much pure addition as two listing machines, each of which costs twice as much as a Comptometer. The investment in listing machines is too great and saving too small, therefore business men do not use them for all their figuring in large numbers like the Comptometer.

Write for Pamphlet and Special Trial Offer. Sent on trial, express paid, in the United States or Canada, to Responsible Parties

Felt & Tarrant Manufacturing Company

854-870 North Paulina Street **CHICAGO, ILLINOIS**

At Last! A Simple, Adjustable Label Holder

THE life of an ordinary guide card is limited by the wearing qualities of its extension—on which is printed or pasted the label or subdivision.

If the extension is weak, it will break or split. Consequently, the entire guide becomes worthless.

This difficulty is entirely overcome by a

"Y and E" Metal Adjustable Label Holder

¶ Write immediately for prices and sample—gratis.

This consists of two pieces of polished brass and can be securely attached to a guide card of ANY thickness—IN AN INSTANT.

When attached it is as firm and rigid as if it were a part of the guide itself. Its position on the guide can be altered without defacing the guide in the least.

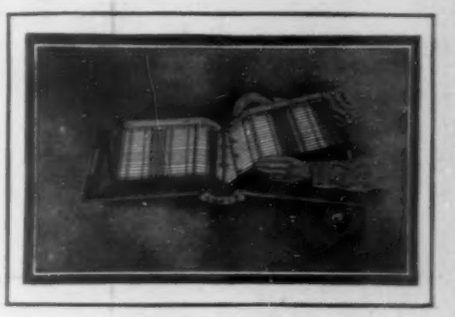
Main Factories and Executive Offices
ROCHESTER, N. Y.
Branches: (Look us up.) New York, Boston, Chicago, San Francisco, Cleveland, Pittsburg, Philadelphia, St. Louis, Washington.
CANADA: The Office Specialty Mfg. Co., Ltd., Toronto, Montreal, Winnipeg, Vancouver.

YAWMAN AND ERBE MFG. CO.
MAKERS OF FILING SYSTEMS

"MAJESTIC" LOOSE LEAF LEDGERS

COMBINE

STRENGTH, BEAUTY and SIMPLICITY



We extend a cordial invitation to all visitors at the National Business Show to visit Booth No. 107 and to call at our Branch Office, 82 Duane Street

LARGEST AND BEST LINE OF LOOSE LEAF DEVICES IN THE WORLD

We Manufacture the Most Complete Line on the Market
Write us for 72-page Catalogue

SIEBER & TRUSSELL MANUFACTURING CO.

OFFICE AND FACTORY

4000-2-4-6 LACLEDE AVENUE, ST. LOUIS, MO.

THE RIGHT HAND of BUSINESS

The OLIVER Typewriter

THE STANDARD VISIBLE WRITER

LEARN about the New Model No. 5 and you'll readily realize why it is called "The Right Hand of Business": it is as essential to a business organization as a right hand is to man—and as versatile in its many functions.

Learn this from The Oliver Book of Typewriter Truths—*free* to inquirers.

Ample additional information gladly given by

The OLIVER Typewriter Co.

GENERAL OFFICES
Oliver Typewriter Building
CHICAGO, U. S. A.